



Head of Business Development

Full-Time (New York)

January 2019

Gryphon Strategies, a due diligence investigation company headquartered in White Plains, is seeking a talented and experienced individual to join our team as head of business development, responsible for cultivating relationships with potential clients and marketing the diverse business offerings of the company. The ideal candidate thrives in a small-team environment, and is eager to develop our business through various lead generation techniques.

Responsibilities:

- Proven track record of increasing revenue through generation of leads and growing client base
- Secure meetings for senior management with potential clients
- Design, organize, and execute sales campaigns, including development of sharable content for website and social media
- Identify and execute opportunities for earned media and client engagement such as speaking engagements for senior management
- Fluent articulation of Gryphon Strategies' business offerings, general pricing model, and competitive offerings

Qualifications:

- Demonstrated record of success marketing a variety of complex products to sophisticated clients, such as financial institutions, hedge funds, private equity, and law firms
- Confident leader with excellent communication, visualization, and organizational skills
- Ability to multi-task and remain detailed and creative in a fast-paced environment
- Expertise with customer relationship management (CRM) platforms, paid digital advertising, emerging platforms and trends, social media and online analytics tools/platforms ~~a plus~~

Why work at Gryphon?

- Competitive salary plus commission and bonus dependent upon performance
- Excellent benefits including comprehensive health insurance and a 401(k) program with employer matching and profit sharing
- Work/life balance with paid vacation and holidays
- Other benefits such as paid parking, health savings account, and gym reimbursement program

How to Join Our Team

Please send a resume with a cover letter and salary expectations to jobs@gryphon-strategies.com





Gryphon Strategies is an equal opportunity employer and is committed to workplace diversity. Per Article 7, Section 72 of the New York State Department of State Division of Licensing Services Private Investigators Licensing Law, every Gryphon Strategies employee must be a citizen of the United States or an alien lawfully admitted for permanent residence in the United States.

