

Business Development Director

The Director of Business Development will partner with DDAF leaders in formulating strategies to achieve annual revenue goals while also ensuring the successful tactical implementation of business initiatives. Specifically, this includes:

- Driving DDAF name recognition through marketing, public relations and business development channels.
- Building business development strategies to meet annual revenue goals, attract/draw new clientele and augment services with current clients.
- Building business development strategies tailored to industry teams, non-industry teams and location.
- Gauging Firm success in meeting revenue targets and troubleshooting obstacles/impediments to goal attainment
- Educating team members in regards to business development
- Supporting the overall achievement of firm strategic objectives and goals.
- Leading the Firm's business development, marketing and public relations team while utilizing their expertise in meeting organizational goals and maximizing current skills and abilities.

DDAF is seeking applicants with...

- Minimum six (6) to eight (8) years of professional experience with strategic business development and strategic planning in public accounting or professional consulting services required.
- Knowledge of public accounting sales/business cycle preferred.
- Candidates must have experience influencing leaders and achieving results through the actions of others.
- Bachelor's degree in business administration or other relevant fields of study.

Dean Dorton Allen Ford is an equal opportunity employer.

Interested parties may submit resumes to Kerri Schwaner at kschwaner@ddafcpa.com.

Kerri Schwaner
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