

New Business Development Manager

The New Business Development Manager (**NBDM**) leads and manages all aspects of new business development activities for the Company. This primary focus includes acquisitions, greenfield opportunities, and integration into THHC (The Helpful Hardware Co). The goal of this position is to increase The Helpful Hardware Company's (THHC) store count efficiently and systematically.

What you will do

- Lead and manage the New Business Development team. Lead cross-functional project teams.
- In partnership with the Operations team, recruit and evaluate potential acquisition candidates.
- Accountable to determining prospect store management business acumen, character, and competence.
- Responsible for executing the letters of intent (LOI), secure acquisition financing, and complete the Ace membership application following the Standard Operating Procedures.
- Identifies risks associated with new acquisitions and develops mitigation strategies.
- In consultant with stakeholders, develop and execute a new store 100-day business plan.
- Work with new store management teams and oversee conversion to THHC way.
- Oversee computer system integration. Execute the technical operating procedures from project identification to DM handoff.
- Oversee inventory control system. Make process and procedural changes as necessary to maintain inventory integrity.
- Effectively communicate updates and issues to all constituents and leaders.
- Oversee new store projects as part of the first 100-day plan.
- The NBDM is the lead on creating momentum through the combination of their market diligence and their advocacy with various stakeholders.

What you need to succeed

- At least five (5) years of experience in market development Retail or Franchise management a plus.
- College Degree preferred.
- Ability to develop, secure, and close an acquisition opportunity.
- Strong negotiation skills.
- Strong presentation skills to a variety of 'audiences' ~ sellers, stakeholders
- Interpersonal ability to create trust, respect and understanding.
- Business Acumen – understand the economics of business and retailing (Ability to interpret Business Financials).
- Understanding of the real estate lease negotiation process.
- Strong grasp of budgets and budget tracking.
- Ability to create strong, respected coalitions with development team, operations, finance, and the Board of Directors.
- Ability to travel overnight
- Excellent interpersonal skills.
- Excellent verbal and written communication skills.
- Proficient in MS Office (Word, Excel, PowerPoint, Outlook).