



## Senior Business Development Manager Richmond, VA [Official Home of the Virginia Lottery](#)

At the Virginia Lottery, we work hard and play even harder. Since Virginians will make a game out of anything, our job is to create excitement, encourage friendly competition and support Virginians' love of games. And not just our games, but all games. For more than 28 years, we've been working and playing together, building an amazing organization committed to growing and giving back – and having fun while doing it.

We work hard to build authentic relationships with all Virginians by allowing them to experience our "We're Game" brand in surprising, relevant and unique ways. Operating entirely on revenue from game sales, rather than tax dollars, the Virginia Lottery generates approximately \$1.4 million per day for Virginia's K-12 public schools. In short, we're game for fun, and we're game for education by contributing to Virginia's future one play at a time. Are you?

The Virginia Lottery is currently seeking a fun and energetic Senior Business Development Manager to lead the statewide Corporate Account Management Program.

### **Key Responsibilities Include:**

The Sr. Business Development Manager will lead account prioritization, strategic planning, resource allocation and coordination of all corporate account activities between various internal and external customers. In addition, this position will manage the 3 Business Development Managers to include development, training, coaching, and managing performance. The Senior Business Development Manager will perform ongoing analysis of sales and operations to identify opportunities within existing accounts, as well as develop plans, proposals, promotions, and incentives.

### **Minimum Qualifications**

- Consumer Products Experience
- Key Account Management Experience
- Knowledge of Sales Techniques
- Forecasting and Analytical Skills
- Strong Communication and Interpersonal Skills
- Ability to Build and Maintain Positive Relationships
- Management/Leadership Experience

Only online applications will be accepted for this position. Please visit [www.valottery.com/jobs](http://www.valottery.com/jobs) for further details and to apply.