

Job Title: Vice President of Business Development	Location: Tampa, FL Preferred Open to Alternative
Direct Report: Zach Martin – President	Overnight Travel: ~30%

Company and Position Overview:

Big Truck Rental is North America's number-one source for capital, growth, and operational fleet solutions to essential services industries. At BTR, we work with Fortune 500 companies, municipalities, and a network of independently owned companies in the waste, recycling, and logistical industries. Founded in 2002, Big Truck Rental is a rapidly growing customer focused organization that is seeking a highly motivated and success-oriented Vice President of Business Development. This position plays a critical role in the growth of our organization as they will be leading the identification, evaluation, and implementation of new product and service offerings.

Essential Job Functions:

- Create and formalize the BTR new business development process and evaluation tools.
- Lead the business development process for organic growth opportunities.
 - Identify new products and service offerings that align with the BTR business model.
 - Evaluate new opportunities based on BTR requirements including the use and partial development of financial modeling.
 - Lead implementation of new products and service offerings that are identified and approved by the BTR Board.
- Lead the business development process for potential acquisitions in both current and adjacent markets.
- Identify value added enhancements to BTR offerings that generate revenue and create value for customers.
- Lead the business development and implementation process of alternative fueled vehicles.
- Develop geographic specific business development strategies.
- Create the business development plan and present to Exec Team and BTR Board.
- Utilize Sales Force to communicate, organize, and document your efforts.

Qualifications:

- Bachelor's Degree
- Minimum 10 years of sales, operations, or leadership with proven track record of success
- Experience and results of identifying, developing, and implementing new business services/products
- Excellent written and verbal communication skills to effectively work with employees and customers
- Disciplined & strong ability to work in a fast-paced environment
- Adequate use of web-based applications (Sales Force), Word, Excel, PowerPoint, etc.
- Ability to drive a car and possess a valid and current driver's license
- Willingness to travel overnight 30% of the time

****Please direct inquiries to Zach Martin at zach@bigtruckrental.com 888-772-0058***