



### **Director of Market Development**

The MomSource Network is the only organization that is committed to advocating for professional moms and other candidates that value flexible employment. We connect progressive enterprises to pre-vetted professional candidates who are in search of flexible full-time, permanent part-time, telecommute or job-shared opportunities.

The **Director of Market Development** will be committed to the growth of the MomSource Network employer relationships in our local markets. Her goal will be to represent the MomSource brand, actively network with community leaders and create and build relationships with MomSource Network employers. Some of her key initiatives will include:

- Create and build relationships with potential business owners and clients
- Actively network with local business owners in formal and informal settings
- Open and close requisitions, using the MomSource Network processes
- Meet with clients and complete “Ideal Candidate Profile” for new hires
- Complete candidate submissions and schedule interviews
- Make employment offers
- Volunteer and serve on local boards

Our **Directors of Market Development** should be: Organized, Social, Collaborative, Connected, Ambitious and Fun!

**Measured Results:** Number of requisitions, Number of employer contacts, Number of repeat customers, Successful Placements, Number of speaking engagements, Community Service, Efficiency in funnel management, Net Promoter Scores

Our goal is to build a team of people who are committed to our mission of changing the way Americans work and to only staff people who take pride in advocating for that mission. This is not just a business—it’s a social revolution! We understand the importance of flexibility and work/life blend (after all, that’s what we teach people to do!). All of our team members work results-oriented schedules from home offices. That means there is no “schedule” and no “time cards” just a mutual sense of goals and objectives and a clear set of accountabilities. We believe that great people work best when they are provided great support and the tools and resources needed to be successful.

We also understand that working for a new, revolutionary start-up can be scary. While our mutual set of objectives and accountabilities keep us moving towards the same goal, working with a start-up is not for the weak of stomach! If you enjoy the thrill of a new challenge daily, the opportunity to solve problems and to trial solutions quickly, and an ever-evolving job description, then this may be the right opportunity for you!

If your heart is filled with the desire to help spread the mission of the MomSource Network and you fit the profile of the position described above, email us!