



KAW NATION INDUSTRIES

JOB TITLE: BUSINESS DEVELOPMENT CONSULTANT

COMPANY: KAW NATION INDUSTRIES

LOCATION: TULSA, OK

STATUS: CONTRACT TO HIRE

About Kaw Nation Industries:

Kaw Nation Industries (KNI) is a young, dynamic, and growing federally chartered corporation wholly owned by the Kaw Nation. KNI is dedicated to fostering economic advancement and achievement within our tribal community. Functioning as a holding corporation, Kaw Nation Industries is poised to manage a diverse array of business ventures spanning several industries. This approach is aimed at bolstering the economic and cultural vitality of the Kaw Nation. Our intimate office setting creates a tightly woven team dynamic, ensuring that each position plays a crucial part in our shared triumphs.

Position Summary:

Kaw Nation Industries invites applications for the position of Business Development Consultant. This is a 1099 contract position with the opportunity to move to full-time employment after 6 months. This role is crucial for spearheading efforts to strengthen and expand our business partnerships, discovering new investment opportunities, and contributing to the formulation of a comprehensive strategic plan for the company's growth. We are seeking a candidate who exhibits exceptional focus, outstanding communication skills, and deep strategic insight. The ideal candidate will have a proven history of effectively implementing strategies and achieving results.

Key Responsibilities:

- **Partnership Cultivation:** Foster and sustain strong relationships with business partners, seeking new collaboration opportunities.
- **Investment Exploration:** Proactively identify and assess potential business investments or purchases that align with KNI's strategic economic goals.
- **Strategic Planning Assistance:** Aid in shaping and refining a strategic plan that matches KNI's long-term aspirations.
- **Strategy Implementation:** Execute strategic initiatives efficiently to guarantee positive results.
- **Federal Contracting Pipeline Management:** Build and oversee a pipeline of federal government contracting opportunities.
- **Board Collaboration:** Collaboratively work with the Board of Directors to present and evaluate business investment prospects.
- **Cultural Leadership:** Foster a culture of trust and empowerment by promoting transparency and open information sharing.
- **Business Review and Exploration:** Lead in scrutinizing and exploring new business ventures that align closely with the company's strategic direction and objectives.
- **Supervision:** Oversee and provide guidance to office staff.

- **Strategic Initiative Conceptualization:** Design new strategic initiatives that leverage or benefit from targeted partnerships.
- **Progress Reporting:** Regularly report to leadership and stakeholders on business development progress, quotas, and objectives.
- **RFP Process Management:** Take full responsibility for the Request for Proposal (RFP) process for external contracts.
- **Market Networking and Analysis:** Engage in extensive networking to stay informed of current and future market trends and competitor movements.

Required Education, Experience & Skills

1. **Education:** Bachelor's degree in business or a related field.
2. **Experience:**
 - 3-5 years of relevant experience.
 - Experience in federal government contracting is highly preferred.
3. **Skills & Attributes:**
 - Self-motivation, organization, and attention to detail.
 - Proactive communication, with a strong desire to learn about KNI's business model and contribute to development strategies.
 - Demonstrated ability to find and secure strategic partnerships that enhance revenue and market presence.
 - Initiative in creating solutions for business development.
 - Excellent verbal and written communication abilities.
 - Independent work capability with minimal supervision and the ability to build strong relationships with the board of directors.
 - Knowledge of the federal contracting business development lifecycle.
 - Goal-oriented, self-directed, and a data-driven, decision-making approach.
 - Strong relationship-building skills and ability to quickly establish trust.
 - Experience negotiating and working with high-level executives.
 - Strong analytical skills, including financial and operational analysis.
 - A commitment to teamwork, collaboration, and fostering a positive team culture.
 - Proven track record of success in business development roles.
 - Proficiency in Microsoft Office Suite and Google Workspace.
 - Willingness to travel up to 30% of the time.
 - Ability to pass required background checks.
 - U.S. Citizenship is required.

How to Apply:

Interested candidates should submit a resume, cover letter, and three professional references to careers@kawnationindustries.com. The Kaw Nation is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.