



VICE PRESIDENT BUSINESS DEVELOPMENT

Burgerville is a Pacific Northwest leader in casual dining with a deep commitment to using fresh local ingredients and sustainable business practices. Founded 50 years ago, Burgerville is privately held and operates 39 restaurants in Oregon and SW Washington. The company makes significant investment in the growth and development of staff as well as the culture of the organization to expand their capabilities in leadership, learning and world-class performance. Their mission led performance has produced double digit growth. Burgerville is looking for experienced leaders to join their team who want to make a contribution to their community and the world while achieving world-class results. Learn more about Burgerville's leadership, culture and sustainable business practices at: www.burgerville.com

They have an immediate need for a Vice President of Business Development to identify and implement business development strategies across the organization. This newly created position will develop new, existing and future markets and generate new revenue streams. Responsibilities include developing short- and long-term strategic initiatives for the creation or expansion of markets and revenue, projecting future trends and anticipating business opportunities, and building the business case for an opportunity including, risk, investment and potential return. This individual will build a network of key regional and national contacts which target markets for development and be responsible for managing internal and external relationships to launch and execute new business lines. This role reports to the CEO.

Qualifications include at minimum a BS degree in a related field. An advanced degree in business is preferred. Minimum 7-10 years of progressively responsible sales, marketing and/or business development experience. Demonstrated ability and track record of success in taking business ideas from creation through implementation is essential. Exceptional relationship management and project management skills. Passion, optimism, and visionary thinking that mobilizes others and inspires respect and trust. Clear and persuasive oral and written communication skills are also required. Experience in restaurant and/or food service environments is desired but not a requirement.

Burgerville is an EEO employer and offers an excellent compensation package. All interested candidates should send a cover letter and resume to:

Burgerville Business Development
c/o MBL Group, LLC
Attn: Paul Barber
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Portland, OR 97201-5844
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