



**Request for Proposals  
For a Business Developer**

Proposal Opening Date: 02/08/2019

Proposal Due Date: 02/28/2019

Issued by:

Comanche Nation

Lawton, Oklahoma

## Introduction

The Comanche Nation invites proposals for motivated professionals to contract with the Nation to provide business development starts, builds, and continual in the capacity and title of **Business Developer** of the "New Business Working Team" of the Comanche Nation, under the auspice and oversight of the Comanche Nation Business Committee.

## Background

The Comanche Nation is in need of an experienced and resourceful Business Developer to develop new businesses and implement growth opportunities. Further existing businesses and create the environment of always enhancing profitability. We are searching for professionals that have a solid record of accomplishment of creating long-term value for organizations. First, we are looking for a leader who understands how to leverage real data and capitalize on business trends and opportunities. Secondly, we are looking for the developer who is customer-obsessed and ready to solve the changing needs of our clients. Candidates should have strong communication and leadership skills, as well as the ability to manage a diverse (3-member team) in an evolving industry landscape. Locations of Texas and the Comanche Nation jurisdiction is objective, yet, not limited to the entirety of the United States and the World. Decisions from start to finish and ongoing will be adhered by legal quorum of assembly of working team and business committee. Successful applicants should also be willing to travel.

## Business Developer, Duties and Responsibilities

- Proficient in all processes of creating a company profile, company description, market analysis: 1. Industry market, 2. Competitors.
- Proficient in organization and management - your business and management structure. Service or product - Marketing and sales - how you will market your business and your sales strategy.
- Proficient in funding request - how much money you will need (3 to 5 years), financial projections.
- Identifying, qualifying, securing business opportunities, coordinate business generation activities, and development of customized sales strategies.
- Locating, Finance, Feasibility, Start, Control Costs, Complete New Businesses.
- Offering solutions and support to the working team have answers to questions and follow-up questions with solutions, cause and effect analysis reporting.
- Must have engineering aptitude up to communication and full understanding of infrastructure needs and take offs.
- Creating informative presentations, presenting and delivering information to business committee, vendors or investors. Have experience of industry exhibits, trade shows, and conferences.

## **Business Developer, Requirements and Qualifications**

- Excellent verbal and written communication skills; the ability to call, connect, and interact with potential customers.
- Strong computer skills, including Microsoft Office Suite (Word, PowerPoint, Outlook, and Excel). Know accounting principles.
- Persuasive and goal-oriented.
- Bachelor's degree or above. Documented experience, results and knowledge could surpass education.
- Possesses an energetic, outgoing, and friendly demeanor.
- Must communicate professionally and confidently communicate with Executives, CEO, CFO, Investors, Business Organizations and Engineers.
- Excellent analytical and time-management skills.
- Demonstrated and proven Business startups and profitability.
- Ability to work independently or as an active member of a team.
- Cannot have a felony or misdemeanor crimes involving dishonesty, moral turpitude.
- Respect for the culture and traditions of the Comanche Nation.

### **Bonus Points:**

- Creative problem-solving and strong interpersonal skills.
- Ability to embrace the team culture approach.
- Self-Motivated and persistent.
- Ability to multi-task while achieving objective.
- Desire to grow with the Comanche Nation into a career that mentors young potential entrepreneurs of the Comanche Nation.

### **How to apply:**

1. Cover Page: including the Request for Proposal title, due date, name, address, telephone number and email address for the submitting candidate.
2. Resume: Qualifications and Experiences: This section will contain a description of the professional qualifications, experience, and special expertise of the individual, with particular focus on the candidate's experience in business management.

3. Past Record of Performance: Candidate should include the names and telephone numbers of three representative clients who can provide references regarding performance.
4. Conflict of Interest: The candidate must disclose any potential conflict of interest that might arise if they accept an award of contract with the Comanche Nation.

## **General Conditions**

The Comanche Nation reserves the right to reject any or all proposals received in response to this request, to negotiate with any qualified party, or to cancel in whole or part of this RFP if it is in the best interest of the Comanche Nation. There is no expressed or implied obligation for the Comanche Nation to reimburse responding parties for any expenses incurred in preparing submittals in response to the RFP.

## **Evaluation**

The Comanche Nation Business Committee shall review the qualifications of the nominees, and may interview nominees. In selecting, the Comanche Nation Business Committee shall give preference to qualified candidates who:

1. Are Comanche Members, Native American, And All Qualified Applicants.
2. Have more formal education and experience in business development.
3. Have presented thorough and solid references of their abilities in business development.

## **Questions**

Questions regarding this RFP need to call the Chairman / Business Committee Executive Assistant @ (580) 492-3251 / 877-492-4988, or [juliam@comanchenation.com](mailto:juliam@comanchenation.com)

## **Instructions for Submission of Proposals**

Deadline: Proposal submission by February 28, 2019

Email Proposal by email (PDF format) to [juliam@comanchenation.com](mailto:juliam@comanchenation.com)

Proposals can be mailed or dropped off in a sealed envelope to the  
Comanche Nation

ATTN: Julia Mantzke, Executive Assistant to Chairman/CBC

584 NW Bingo Rd, Lawton, OK 73507