

# CIO

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## PARTNERS

OPPORTUNITY:  
**MANAGING DIRECTOR -  
PRACTICE DEVELOPMENT**

# ABOUT OUR FIRM

In 2022, CIO Partners was ranked number one on the Atlanta Business Chronicle's list of Best Places to Work, which also marked our seventh time as a BPTW finalist.

In addition, we have been recognized by Forbes as one of America's Best Executive Recruiting Firms and have been honored seven times on the Inc. 5000 list of the nation's fastest-growing privately held companies.

Powered by an engagement model and talent strategy built by a former CIO, our firm is uniquely positioned to provide access to the top 5% of technology candidates for our client partners.

Since our founding in 2001, we have placed senior IT leaders across a diverse range of industries and corporate sizes, from startups to Fortune 100 organizations.

For more information about our firm, please go to [www.CIOPartners.com](http://www.CIOPartners.com) and follow our [LinkedIn page](#).



**#1 Ranking 2022**

FINALIST 2007, 2008, 2015, 2016, 2017, 2019

## THIS OPPORTUNITY

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CIO Partners, the leader nationally for executive search firms devoted exclusively to technology leadership talent, is seeking a Managing Director who is focused on new business development and boosting our segment growth, while leveraging and continuing to build our brand.

This is an exciting opportunity to create and execute on action plans and sales strategies that will assist our firm in reaching our growth initiatives – including new customer acquisition in the private equity sector, the information security domain, and/or interim solutions.

Reporting to the President, this critical position is either remote or based out of the firm's Atlanta office.

# HEAR FROM THE TEAM



THE CIO PARTNERS TEAM AND GUESTS  
AT PRESIDENT'S CLUB 2023 AT HOTEL XCARET

Here are a few comments taken directly from our team's optional responses to several open-ended questions about CIO Partners as part of the survey conducted by the Atlanta Business Chronicle for its Best Places to Work program.

*"CIO Partners has a unique culture with the right combination of leadership and talent. We are a collaborative team of professionals who work together to serve our clients and candidates. Everyone knows what is expected of them and we all work together to make sure we reach our goals. We are given the tools to ensure our success. This is a team that truly cares about one another."*

*"A great place to work. Rewarding and surrounded by talented, honest and trustworthy people."*

*"CIO Partners is all about collaboration. The team is fantastic at bouncing ideas off of each other and working together to reach a common goal."*

*"Our leaders instill trust by being open and honest in all situations. All have an open door policy and are more than willing to discuss anything from personal performance to the state of the company. They empower employees to take ownership and make decisions, and they teach that every employee is important to the company's success."*

# RECOGNITIONS



In recognition of our growth, company culture, and leadership, we have received numerous accolades, some of which are:

- Recognized by Forbes as one of America's Best Executive Recruiting Firms
- Ranked #1 on the Atlanta Business Chronicle's list of Best Places to Work, and seven-time BPTW finalist overall
- Named to the Top 40 Cyber Technology Search Firms ranking by Hunt Scanlon
- Seven-time honoree on the Inc. 5000 list of the nation's fastest-growing privately-held companies
- Founder named an Atlanta Top 25 Entrepreneur by Catalyst Magazine
- Listed as a Hot 100 Growth Business by Entrepreneur Magazine
- Founder selected as a Top 40 Under 40 business leader by the Atlanta Business Chronicle

# OUR WORK

Since our launch in 2001, CIO Partners has been trusted to lead searches for senior technology leaders – locally, nationally and globally – across a diverse range of industries and corporate sizes, from startups to Fortune 100 organizations.

# ROLES WE FILL FOR OUR CLIENTS

## C-Suite

- Chief Information Officer
- Chief Technology Officer
- Chief Information Security Officer
- Chief Digital Officer
- Chief Data Officer
- Interim Leaders

## Vice Presidents and Directors for All Functional Areas in Technology

- Business Intelligence & Data Analytics
- Information Security & Cybersecurity
- Digital Technology
- Application Development
- Architecture
- Infrastructure
- Product Development & Software Engineering
- Operations
- All Other Functional Areas



# ROLE & RESPONSIBILITIES

## **Business Development and Client Relationships**

- Research, identify, and establish relationships with potential clients.
- Develop and maintain client relationships at VP and C-levels.
- Coordinate with leadership team to develop mutually beneficial proposals.
- Negotiate contract terms with clients and communicate with stakeholders.

## **Market Representation**

- Represent CIO Partners proactively in the marketplace.
- Engage in business and account development activities.
- Specifically target the development of business in one of three sectors: Private Equity, Security, and Interim Executive Services.

## **Client Management**

- Partner with project teams to ensure engagements are executed as agreed.
- Build and maintain strong relationships with key client stakeholders.

## **Strategic Planning and Analytics**

- Market research and competitive analysis.
- Plan, craft and execute presentations to prospective clients and internal executives.
- Track, identify and add qualified prospects to the sales pipeline.
- Develop and manage strategic partnerships to grow business.
- Track and report on the status of proposal components.
- Conduct ongoing market research.
- Drive the end-to-end sales process.

## **Team Leadership**

- Collaborate closely with the internal team, providing guidance and direction to ensure consistent excellence in service delivery.

## **Reporting & Analytics**

- Regularly report progress and results to the President and Managing Partner, and other senior leadership.
- Utilize data analytics tools to evaluate key performance indicators and measure impact.

# QUALIFICATIONS & SKILLS

- Minimum of 5 - 10 years of experience in executive search or a services field, preferably focused on the technology sector.
- Strong professional presence combined with exceptional business acumen.
- Demonstrated ability to interact successfully with top-level executives, especially as clients.
- Exceptional communication, negotiation, and leadership skills.
- Self-motivated and results-driven with a keen attention to detail.
- Possesses outstanding, professional presentation skills.
- Builds and nurtures client relationships.
- Emphasizes excellence.
- Maintains high energy level.
- Skilled in negotiation.
- Meets and exceeds sales goals through effective planning.
- Utilizes creativity.
- Independent yet collaborative and transparent.
- Effective in prospecting.
- Motivated to succeed.

## JOIN OUR TEAM

For consideration, please submit your resume and cover letter to [info@ciopartners.com](mailto:info@ciopartners.com).

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PARTNERS