

**KING CASEY**  
**CHIEF DEVELOPMENT OFFICER**  
**POSITION SPECIFICATION**

**CLIENT:**

Founded in 1953, King-Casey is a privately held design firm focused on the retail services and goods segments, and is recognized as a leader in the building of brands by delivering a customer experience that exceeds expectations. Specifically, the company focuses its business on the retail industry and has a strong presence in the restaurant and foodservice segments. The company is headquartered in Westport, Connecticut.

**RELATIONSHIPS:**

- The Chief Development Officer will report to King-Casey's principals.
- The Chief Development Officer must maintain strong relationships with all members of the King-Casey management team and build a network of new business contacts.
- The Chief Development Officer will function as the primary contact with prospects in the development and support of new business engagements.
- The Chief Development Officer will function as the primary lead generator and contact with new prospects in the development of business engagements.

**EDUCATION:**

Bachelors degree; graduate degree a plus.

**SUMMARY OF RESPONSIBILITIES:**

- The Chief Development Officer will lead the Company in the development of new clients.
- Through the development of realistic marketing and business plans, the Chief Development Officer will spearhead the creation of innovative concepts to expand King-Casey's practice.
- The Chief Development Officer must possess the consultative skills to obtain an in-depth understanding of current/evolving needs, culture and buying motivations of retail businesses including restaurant, supermarkets, and other retail segments and establishments where customer satisfaction plays a major role.

- The Chief Development Officer must be capable of assessing prospect needs, developing marketing and selling strategies, preparing, and presenting and closing proposals for large scale design programs.
- Acting as a key member of King-Casey's senior management team, the Chief Development Officer must be a strong leader who is able to motivate, develop and recruit a high quality, productive support group.
- Outstanding communication skills, both written and oral are critical.
- The Chief Development Officer must have creative, innovative and out-of-the-box ideas that directly respond to market and prospect needs and anticipate future market issues.

**WORK EXPERIENCE & ABILITIES REQUIRED:**

Fully qualified candidates will possess the following attributes:

- A base of career experience spanning 15-20 years in an environment with a combination of experience in the following segments:
  - Design firms focused on retail, restaurant and foodservice sectors.
  - Consulting firms with strong Retail Service Practice.
- Ideal candidates will currently be functioning in a business development capacity with a demonstrated track record of having generated income by obtaining clients in the retail, restaurant, foodservice or any other retail business segment where customer satisfaction plays a major role.
- Personal qualities of ingenuity, drive, tenacity, entrepreneurial spirit, creativity, intelligence, leadership, teamwork and strong business acumen.

**COMPENSATION:**

Competitive base salary supplemented by participation in a highly performance driven incentive plan.

**CONTACT INFORMATION:**

If you are interested in this position, please email or mail your resume to Mr. Jack Little, King-Casey, 25 Sylvan Road South, Suite H, Westport, CT 06880. Email: [jlittle@king-casey.com](mailto:jlittle@king-casey.com).

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