

BDD Tax Solutions Job Description

Job Title: Business Development Director – Indirect & Severance Tax Solutions
Department: Business Development
Reports To: Global VP of BD
FLSA Status: Exempt
Environment: Drug Free Workplace

Position Summary:

The Business Development (BD) Director is responsible for acquiring new clients—specifically in sectors impacted by Sales Tax and Severance Tax, such as energy, natural resources, manufacturing, and digital services. This role involves consultative selling of specialized tax recovery and compliance services, identifying opportunities in a complex regulatory environment, and positioning Renew as a trusted partner for financial optimization and risk mitigation.

The ideal candidate will proactively identify prospects, tailor pitches, and manage their personal sales pipeline to achieve aggressive growth targets. They will also attend industry events, track legislative and market trends, and leverage internal tax expertise to close deals. This position requires a strategic, financially literate, and relationship-driven approach, supported by tools such as HubSpot and close collaboration with company leadership.

Essential Duties and Responsibilities:**Client Acquisition:**

- Primary focus on **landing new clients** in Sales Tax and Severance Tax service lines. Research prospects to understand their needs and then develop a strategic plan (tailoring proposals, pricing, and sales pitches effectively) to engage with that prospect.
- Research and qualify prospects based on industry need, tax exposure, and business potential. Represent all Renew service lines and use tools like HubSpot to move deals through the sales process efficiently.
- Develop tailored proposals and pricing strategies that speak to **CFOs, Tax Directors, and Controllers**. Meet annual growth targets and respond to RFPs with support from BD and Operations teams.
- Manage the entire sales cycle using CRM (HubSpot), including assigned and self-generated leads.
- Represent all Renew service lines while prioritizing tax-focused opportunities.
- Proactively align with BD leadership on deal strategy and progress toward growth goals.
- Respond to RFPs in coordination with BD, Legal, and Operations teams.

Prospecting and Market Knowledge:

- Continuously identify and reach out to potential clients, keeping the pipeline full.



BDD Tax Solutions Job Description

- Create new leads by mining LinkedIn, attending conferences, networking events, and stay engaged with industry trends to spot new opportunities for Revenew.
- Targeting industries where **severance and indirect tax exposure** is high.
- Track **state tax policy changes, audit trends, and legislative updates** that impact client needs.
- Provide insights into competitor positioning and recommend strategies for differentiation and helping position Revenew competitively.
- Use analytics and market intelligence to prioritize outreach efforts.

Contract & Financial:

- Help draft and negotiate contracts, making sure commercial terms meet client needs and align with revenue goals.
- Work closely with legal and operations teams to avoid risks in deals, while also communicating financial impacts of contracts to meet profit targets.
- Understand pricing structures and work with clients to find mutually beneficial solutions.
- Ensure all contracts comply with company policies and protect the interests of both parties.

Other Responsibilities:

- Make sure landed clients transition smoothly to the Account Management team for ongoing support.
- Update CRM systems, support marketing efforts, manage social media, and handle internal reporting as needed.
- Work with marketing to align on messaging and campaigns that support BD efforts.
- Build strong client relationships and seek introductions to peers or referrals to help grow Revenew's client base.

Qualifications:

Education/Experience:

- Bachelor's degree in Business Administration, Sales, or relevant field
- At least 10 years of consultative BD experience selling to the C-Suite at a national/enterprise level preferably in professional services or tax advisory.
- Strong preference for experience selling **sales tax, severance tax, or indirect tax solutions**.
- Proven track record of exceeding sales targets
- Must have exceptional networking skills; a natural networker able to develop client relationships at all levels
- Demonstrated ability to communicate, present, and influence key stakeholders at all levels of an organization, including executive and C-Level sponsors
- Existing network of executive-level decision-makers in energy, SaaS, manufacturing, or related sectors is highly desirable.
- Proficient with common CRM software, such as Salesforce, HubSpot, ZoomInfo, etc.

Language Ability:



BDD Tax Solutions Job Description

Dynamic personality with exceptional communication, negotiation, and presentation skills while being an active listener.

Computer Skills:

Strong working knowledge of computers, Microsoft Office Suite, and applicable CRM tools.

Traveling Demands:

Travel is required with an average of 40% - 60% of time may be spent traveling to visit clients to perform the above-described roles and responsibilities. Company will reimburse for business-related travels as described in Revenew's Travel and Business Expense Guidelines.

Compensation:

Competitive base salary commensurate with experience and incentive bonus program, which is based on individual performance.

Pre-engagement requirements:

Revenew International is a Drug Free workplace. All employees and contractors are required to successfully complete background checks and drug test as part of the pre-employment screening process and prior to starting work for the Company.

E-Verify:

Revenew participates in E-Verify and will provide the federal government with your Form I-9 information to confirm that you are authorized to work in the U.S. If E-Verify cannot confirm that you are authorized to work in the U.S., Revenew is required to give you written instructions and an opportunity to contact Department of Homeland Security (DHS) or Social Security Administration (SSA) so you can begin to resolve the issue before the employer can take any action against you, including terminating your employment. Employers can only use E-Verify once you have accepted a job offer and completed the Form I-9.

Company Description:

Revenew International is a professional services consulting firm specializing in five complementary services – Contract Compliance Reviews, Supplier Payment Reviews, Sales Tax Recovery, Severance Tax Consulting, and Performance Improvement engagements. Headquartered in Houston, TX, the company offers its services across North America. In its 25-year history, Revenew has successfully performed thousands of engagements throughout the U.S., generating more than two billion dollars (\$2B) in revenue, cost recovery, and cost reduction benefits for our clients.

*Financial Results * Customer Service * Employee Recognition * Community Involvement * Spiritual Development*

The above job description is not intended to be an all-inclusive list of duties and standards of the position. Incumbents will follow any other instructions, and perform any other related duties, as assigned.



BDD Tax Solutions Job Description

Contact Information:

Renew International, LLC
Attn: Karina Tran
9 Greenway Plaza, Suite 1950
Houston, TX 77046
ktran@renew.com
281-276-4514 Direct