



POSITION DESCRIPTION

The Aesthetic Society Manager, Business Development www.theaestheticsociety.org

THE ORGANIZATION

Founded in 1967, The American Society for Aesthetic Plastic Surgery (d/b/a The Aesthetic Society) is recognized as the world's leading professional organization of ABPS board-certified plastic surgeons who are solely dedicated to the art, science, and safe practice of aesthetic surgery and cosmetic medicine of the face and body. Our members are recognized as Aesthetic Plastic Surgeons, to honor their many additional years of highly specialized training and their passionate commitment to their patients.

With over 3,000 members in the U.S., Canada, and many other countries, The Aesthetic Society is at the forefront of innovative aesthetic plastic surgery and medicine worldwide.

POSITION SUMMARY

If generating growth across multiple revenue streams excites you, this role will put you in the driver's seat of one of the most respected organizations in aesthetic medicine as part of the multi-billion-dollar aesthetics economy. Reporting to the Managing Director of Business Development, the Manager of Business Development is responsible for generating top-line revenue across sponsorships, exhibits, membership, and new industry categories. You'll identify untapped opportunities among both endemic (aesthetics-related) and non-endemic sectors, build strategic relationships, and craft solutions that align with our mission and deliver measurable revenue growth. This role develops and executes a year-round strategy that delivers annual growth targets, increases revenue, and provides regular reporting and analysis on performance outcomes.

The Manager serves as the staff liaison for assigned committees, task forces, and special projects.

Approximately 15% travel is required.

Revenue Growth

- Generate new revenue across sponsorships, exhibits, membership, and emerging business lines.
- Proactively identify and cultivate prospects across both endemic and non-endemic markets.
- Develop tailored proposals and contracts that deliver value and advance The Aesthetic Society's mission.
- Manage a revenue pipeline from prospecting to negotiation to contract close utilizing the company's CRM.
- Collaborate with internal teams to ensure seamless delivery and partner satisfaction.
- Identify and target prospects through market research, partnerships, and innovative outreach strategies.
- Collaborate with internal teams (Marketing, Events, Education) to ensure seamless delivery of customer benefits, marketing exposure, and report on impact and ROI.

Data and Insights

- Analyze market trends and performance to inform strategy and decision-making.
- Prepare reports and presentations for leadership, highlighting key achievements and opportunities for growth.
- Leverage technology and CRM systems to streamline processes, track pipeline, and identify areas for improvement.

Team Collaboration and Leadership

- Work cross-functionally with internal stakeholders to align business development goals with broader organizational objectives.
- Represent the organization at industry events, conferences, and meetings to promote sales opportunities and build relationships.

Qualifications:

- Bachelor's degree in business, marketing, or a related field.
- Proven success in business development, revenue generation, or sponsorship sales.
- A natural "hunter" mindset — motivated by outreach, building relationships, and opening new categories.
- Ability to create compelling, insight-driven proposals.
- Strong negotiation, communication, and presentation skills.
- Experience managing pipelines and hitting revenue targets in a fast-moving environment.
- Strong, confident team player driven by results
- Thrives in an entrepreneurial, "roll-up-your-sleeves" environment
- Creative self-starter able to work both individually and as a member of collaborative teams
- Ability to interface and maintain effective relationships with all levels
- Project management skills and the ability to manage multiple priorities effectively.
- Excellent interpersonal, communication, and relationship-building skills.
- Strategic thinker with the ability to translate ideas into actionable plans.
- Proficiency in CRM systems, data analytics tools, and member engagement platforms.

Compensation and Benefits:

- Compensation will be commensurate with experience and industry standards
- Remote/Hybrid work flexibility
- Comprehensive benefits package, including health, vision, and dental insurance
- Paid time off
- Eligibility for additional rewards, including commission
- 401(k) retirement plan

INTERESTED APPLICANTS

Those interested in applying should email a resume and a cover letter outlining specific qualifications to:
apply@theaestheticsociety.org