



**LivingWorks is seeking a
Suicide Prevention Manager, Defense
(6 Month Contract)**

About LivingWorks

For four decades, we've wondered: how can we make the world a better place? At LivingWorks, that comes in the form of saving lives from suicide. We make it possible with innovative, evidence-based training that can empower anyone to recognize someone's distress and take action to keep them safe. Everyone has a role to play, and we have a training program for every role.

We've grown a lot over the past four decades. From a small startup to a global company, we're honored to be training communities and organizations around the world. Military units, teachers, corporations, volunteers, faith communities, mental health professionals, and countless others rely on our training to save lives every day.

LivingWorks is a mission-driven, for-profit company. This means:

- We exist for our mission: to make communities everywhere safer from suicide.
- Everything we do, and how we do it, must contribute to our mission.
- Profit is an 'outcome' of what we do, not the 'why' of what we do.
- Profit ensures the sustainability of our organization to serve our mission.

About the Position

The DOD Suicide Prevention Manager (SPM) will collaborate with other US SPMs to develop client relationships and grow LivingWorks' Federal Government and Agencies revenue base in alignment with LW USA Development and Marketing Strategy. The Suicide Prevention Manager operationalizes LivingWorks' strategic objectives for the DOD and federal agencies with working knowledge of DOD's Integrated Primary Prevention program (IPP) and with the support and input of Training & Delivery Managers (RTMs) across the US.

Key Accountabilities

- Own (internalize) and articulate well the LivingWorks Vision, Mission, and Core Concepts
- Articulate a solid understanding of the impact of suicide within the military;
- Map out the vertical market: Department of Defense and Federal Government Agencies
- Establish and maintain DOD and Government Relations beneficial to the advancement of the LivingWorks mission and revenue;
- Growth of network contacts with the constant focus on identifying sales leads and building a sales pipeline;
- Identify and attend DOD and Government Relation conferences and events on behalf of LivingWorks.
- Support the effective branding of LivingWorks' training products;
- Sales of the full suite of training products both individually and on an integrated basis, using a range of channels including but not limited to outbound calling, RFPs, network introductions, 'cold / warm / hot' leads, etc.;
- Assist with building strategic business plans based on key activities and revenue goals;
- Provide strategic advice on US DOD and Federal Government Agencies business development and government relations strategy;
- Develop and close sales opportunities and collaborate with internal stakeholders (especially other SPMs and RTMs as necessary);
- Coordinate and collaborate with other SPMs and Training & Delivery counterparts resulting in excellent service delivery and business development (in support of the fulfillment system and in alignment with established policy and procedures);



- Effective maintenance and use of the CRM system to build a funnel of prospects and manage sales activities;

Education and Experience

- Bachelor's degree or equivalent in a relevant field of study;
- Minimum ten (10) years experience with the Department of Defense;
- Minimum five (5) years of experience in a sales role or suicide prevention/mental health;
- Preferred candidate will have working knowledge of the U.S. Department of Defense integrated primary prevention program (IPP)
- Experience using a consultative sales approach in a related field;
- Experience in the mental health or educational training fields is considered an asset; and
- Experience in territory sales is considered an asset.

Competencies and Attributes:

- Strong understanding of military operations, federal code, hierarchy, and procurement processes.
- Excellent communication and “military charismatic” interpersonal skills to effectively engage with military personnel and build trust-based relationships.
- Demonstrate strength in skills including customer relationship building, problem-solving, and analytics to prepare accurate and complete business proposals;
- Strong understanding of sales cycles, funnel management, and CRM systems;
- Ability to work within a team selling model;
- Passion for wanting to help people;
- Ability to travel extensively and manage a large geographic region through effective prioritization of opportunities and activities;
- Technical aptitude and the ability to learn and adapt to new products and processes; and
- Excellent interpersonal communication and public speaking skills.

How to Apply:

Sound like a fit? We'd love to hear from you. **This is an 6 Month Independent Contract Role that is remote/home based.**

Please provide your resume and cover letter detailing your qualifications to hr@livingworks.net