



Vice-President Business Development

Job Description

At ADA Supreme, our purpose is to help provide Americans with disabilities access to places of public accommodation, entitled under the 1990 ADA Title III, and access to online business platforms, entitled under the 1990 ADA Title IV. In the world where we live, work and play today, we believe businesses should allow access for every American. Enforcement of these rights has regretfully been done through frivolous, vexatious lawsuits and litigation filed by serial litigants and their self-serving attorney. American businesses are fed up with being sued for minor ADA violations, and are now ready to fight back. ADA Supreme is leading the way for these businesses by providing amicable resolution to existing litigation actions against American businesses and offering preventive steps to avoid the risk of being sued by serial litigants.

The Vice-President Business Development will be the sales and marketing leader to identify businesses and markets that value our B2B ADA compliance access advisory services. Responsibilities include:

- Obtain and qualify leads from marketing campaigns, digital ads, networking events, and other sources the VP and the Company obtains.
- Develop and implement territory action plan through market analysis, which will be used to lead the sales force and optimize their interactions and results in the field.
- Identify and manage appropriate prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all service categories offered.
- Coordinate with other sales force to ensure company quotas and standards are being met, performing market research and regular competitor monitoring.
- Contacting potential clients through cold calls and emails, presenting our company to potential clients.
- Seek new business opportunities by contacting and developing relationships with potential customers.
- Cultivate strong relationships with potential customers, from first contact until you close the deal. Ensure proper after-sales service.



ADA Supreme is a first mover in full-service ADA compliance solutions for American businesses. Since 1977, we have provided physical and online compliance solutions, retrofit construction, ongoing compliance membership programs that are second to none in regard to client service, training, education, and satisfaction. ADA Supreme is valued by cities, local Chambers of Commerce, and all organizations that support accessibility rights of Americans and the rights of American businesses to not get attacked by serial litigants.