



Members:

Best Foot Forward is excited to share that they are currently **hiring a Business Development Manager** to join their growing team. This role will focus on building partnerships with Health Plans, expand our partnerships with Managed Care Organizations (MCOs), build trusted relationships with Executives, and turn opportunities into lasting collaborations — from pipeline to contract deployment.

The position offers **remote flexibility (East Coast preferred), competitive base salary, and uncapped commission potential.**

For full details and to apply, visit: [**BEST FOOT FORWARD SOLUTION SERVICES LLC - Business Development Manager**](#)

About Best Foot Forward

At **Best Foot Forward**, we partner with Government Plans to close care gaps and deliver measurable outcomes for the hardest-to-reach members. We're looking for a **Business Development Manager** who can bring passion, strategy, and execution to our growing team.

What You'll Do:

- Lead opportunities from pitching through contracting — including pricing, proposal development, and execution.
- Cultivate executive-level relationships with payors, providers, and strategic partners.
- Build both national and state-specific partnerships to expand our impact.
- Develop and deliver customized pitch materials that highlight our value proposition and regulatory insights for health plan executives.
- Advance opportunities from pipeline to contract deployment, achieving revenue and membership growth goals.
- Represent BFF at industry conferences, events, and webinars, building visibility and connections.
- Collaborate with our Partner Success team to identify and expand opportunities within existing payer partners.
- Provide market feedback on solution positioning, industry trends, regulations, and competitive landscape.
- Maintain a real-time pipeline and support forecast accuracy.