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# Example of Associate Director, Business Development Job Description

Our company is searching for experienced candidates for the position of associate director, business development. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for associate director, business development

* Lead Value Stream network assessment and E2E loss analysis with business partners
* Lead internal feasibility assessment and business case to support business team’s commercialization plans
* Partner with External Manufacturing managers and EM procurement to deliver against commercialization activities outside of current Kraft Heinz capabilities drive cost out of the external manufacturing networks
* Manage and deliver assigned financial targets, to include the delivery of capital projects, trial activity and start-up expenses while leading resource & funding prioritization
* Lead and/or participation in various stakeholder governance forums
* Independently and proactively develop and propose new research projects to our alliance partners
* Utilize creative methods to Identify and qualify major gift prospects towards the goal of building a pipeline of donors who can help the School meet its funding priorities
* Effectively advance prospect relationships to meet fundraising goals
* Serve as an effective ambassador for the Carey Business School and the University by developing a conversational knowledge of the research, teaching, and program­related funding priorities
* Engage, when appropriate, academic, development, and institutional leaders to advance gift conversations

## Qualifications for associate director, business development

* Bachelors degree with at least 8 years of relevant operations management, system design management or equivalent experience is required
* Experience with successful change management in the achievement of business objectives in a matrix environment is requiredR&D
* Advanced degree in engineering sciences, computer science, physics, or related discipline, plus five to seven years scientific training and/or experience in technology transfer, business development, or sponsored research either in industry or academia
* Superior interpersonal/communication skills, with the ability to interact with senior faculty and business leaders
* Flawless attention to detail and highly organized, with a strength and interest in process and operational efficiency
* Advise donors on gift planning strategies to maximize institutional gift benefits and work closely with the Office of Gift Planning