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# Example of Associate Director, Business Development Job Description

Our company is growing rapidly and is hiring for an associate director, business development. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for associate director, business development

* Execute Business Development deals depending on needs & strategic direction (technology/research collaborations, in/out-licensing, M&A)
* Support New Business Development and Portfolio Management strategy activities for the Neuroscience Therapeutic Area
* Work closely with Janssen Business Development, Innovation Centers, Regional Business Development and Marketing Leaders, and the Disease Area Leaders in identifying, prioritizing, valuing, and championing new business opportunities including compounds, new technologies and partnerships for the neuroscience portfolio
* Support overall portfolio management activities at the Neuroscience TA level to identify gaps (products, capabilities, services, technologies, ) and strategies for portfolio optimization
* Develop, in partnership with the NS GCSO leadership team, the Emerging Markets strategy for NS and lead the execution of the strategy in partnership with the Emerging Healthcare Systems Hub, regional strategic marketing, and local operating companies
* Lead a variety of ad hoc strategic projects for the NS TA
* Participate in or lead cross functional committees responsible for the initial triaging of externally generated licensing and/or collaboration opportunities
* Working with colleagues and AMS leadership to identify target client markets and developing outreach strategies
* Overseeing complex projects with multiple work streams
* Define and Partner with Head of Global Business Development in developing and finalizing the Life Sciences inorganic strategy

## Qualifications for associate director, business development

* 5 years’ experience in Business Development is essential
* Understand the basics of pharmaceutical forecasting and competitive dynamics in the pharmaceutical industry
* Experience should encompass more than one functional area
* Negotiate commitments and timelines from internal and external parties - Good knowledge of legal matters related to licensing contracts
* Minimum of 2 years of healthcare domain knowledge in life sciences, health data, health IT and/or the payor marketplace
* Entrepreneurial and intellectual curiosity in the application of observational health data