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# Example of Associate Director, Business Development Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of associate director, business development. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for associate director, business development

* Focus on Search & Evaluation of global M&A and commercial opportunities
* Define and Partner with Head of Global Business Development in developing and finalizing the Life Sciences inorganic strategy<\/li>
* Focus on Search & Evaluation of global M&A and commercial opportunities<\/li>
* Ensure appropriate capacity for new business initiatives and growth plans across product life cycle
* Accountable for understanding the business needs, priorities and challenges of Early Clinical Development (ECD) and Late Clinical Development (LCD) to establish the strategy for delivering system and service capabilities for Clinical Development and Regulatory Affairs (CDRA) department
* Translate those needs into effective and/or improved processes and/or technical solutions or services by coordinating resources from within their function or the associated IT Department(s)Development and management of the financial forecast
* Understands internal ECD and LCD processes, plans, objectives, drivers, and issues, together with external policies and regulations to insure compliance and effective solution / service delivery
* Accountable for the execution and governance of the ECD and LCD IT portfolio and budget
* Accountable for the ECD and LCD IT project portfolio
* Creates financial forecasts and provides on-going reconciliation of resources and other related portfolio expenditures

## Qualifications for associate director, business development

* Ability to lead without direct authority over a continuum of stakeholders at varying levels
* Established ability to manage multiple projects and deliverables and the ability to effectively execute in complex large organizations
* Ability to collaborate in team environment with diverse talent and culture
* Proven flexibility to accommodate changing situations in support of departmental and divisional goals
* Ability to collaborate effectively and articulate clear organizational vision
* Analyzes potential opportunities and develops sales strategies for each client account