Downloaded from <https://www.velvetjobs.com/job-descriptions/business-dev>

# Example of Business Dev Job Description

Our growing company is searching for experienced candidates for the position of business dev. 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 business dev

* Supplement Product Management/Sales with quoting and securing business opportunities
* Manage knowledge sharing across Sales, Operations and Product Management
* Support budgeting and forecast support
* Provide documentation support for product rollout
* Developing and coordinating new business opportunities in the marketplace through continuous professional contact and relationships with existing and/or new clients and determining and/or assisting in the determination of client long-range need for services and/or capital expenditures
* Sets objectives for global marketing, planning, research, and proposal activities in support of their Business Development responsibilities
* Coordinating with Group and Function Management under the direction of the Business Development Offices to establish and monitor the strategic plans and objectives of the Group in each of its markets
* Develop new business opportunities, qualify opportunities, influence customer requirements, and understand customer funding
* Enable and enhance communications between Development IT and the business area including education and support on IT processes and methodologies
* Act as primary relationship manager for assigned functional areas within CDMA

## Qualifications for business dev

* High integrity, discretion with sensitive information, and professional and personal maturity
* Project management skills and process-oriented mindset
* Capability assessment and training skills
* Top-tier strategy consulting firm, and/or investment banking, and/or private equity/venture capital, ideally with some consumer goods experience, and
* Alternatively, experience in 2 different functional areas in the Coca-Cola System
* Proven track record of delivering high quality advanced analysis, holistic business insights, thought leadership, and analytical project management