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# Example of Business Dev Job Description

Our growing company is looking to fill the role of business dev. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for business dev

* Send sales materials to vendor offices as needed – contracts, training books, brochures, supplies & uniforms
* Leverage Channel and GA sales team members to seek out new opportunities
* Serve as the primary point of contact for project updates and status
* Manage relationship with Business Owners and Project Sponsors
* May manage third party vendor relationships
* Assist with the development and management of the business strategy for the sub-segment
* Develop industry analysis to define and monitor market trends, adjacencies and competitors
* Performs economic analyses on new or improved product opportunities and/or business models and coordinates with internal departments in identifying/implementing business development projects
* Develop strong relationships with executive level decision-makers at key customers and leverage those relationships to achieve Global Business Unit objectives
* Consults with various legal and administrative personnel to ensure compliance with all product and business initiatives

## Qualifications for business dev

* Experience in dealing with and developing communications for senior corporate leaders and/or critical internal/external communications (for example, investment pitches, IMCR related press releases) experience would be an asset
* Familiarity with the Coca-Cola System both strategically and operationally would be a plus
* Hunter mentality balanced with discipline to manage program basics
* Strong background in thermal imaging sensors, and thermal imaging sensor applications, is required
* Proficient public speaker in small and large events and able to give complex sensor and camera demos
* Must possess excellent presentation and communication skills, advanced skills in analyzing, organizing and succinctly presenting information in Excel and PowerPoint