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# Example of Business Development Expert Job Description

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

## Responsibilities for business development expert

* Secure for proper operationalization of selected parts of the SMT strategy into initiatives and propose proactively business development initiatives to achieve strategic goals
* Develop measures for the active market development of the energy carrier natural gas and execute implementation of measures
* Ensure proper decision basis for selected projects out of SMT’s strategic portfolio
* Manage SMT projects across the entire project lifecycle
* Support the implementation of a performance culture to raise commercial awareness of the SMT team
* Ensure the adaptation of the governance structure according to the SMT steering model
* Must win program to target 50 competitive accounts (10 per hub)
* Propose design of PE architecture, including partner types, requirements, Value Point schema, leveling, benefits, economic model and branding to ensure an effective partner engagement across all geographies
* Set-up and drive projects/initiatives/engagements aligned with LOB Finance Co-Leads involving interdisciplinary and international stakeholders, cross teams and customers
* Contribute to strategic projects by supporting the LoB Finance team leads in the conceptualization, launch, and maturation of strategic projects in leadership mode (incl

## Qualifications for business development expert

* Preferably experience in the HCM Line of Business
* More than 10 years’ experience in enterprise software sales, sales enablement industry operations, and corporate development
* This role is responsible for a targeted go-to-market (GTM) approach for Extended Supply Chain (ESC) & IoT Solutions in Region
* Expertise in PLM, Manufacturing, Enterprise Asset Management or Logistics would be desirable acumen in Industry 4.0 and IoT best practice
* Minimum 10 years’ experience in partner business (Enablement, Sales, Marketing, Business Dev
* Strong partner program management skills around business development, enablement, and demand generation