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# Example of Business Development Leader Job Description

Our innovative and growing company is looking to fill the role of business development leader. 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 leader

* Work closely with Affinity and H&B Business Leaders National Sales Leaders to create strategic initiatives to grow revenue
* Work with Leadership to develop and manage a sales pipeline
* Identify, target, and prospect potential accounts
* Coordinating work for local project teams, tracking work status, KPI’s and risk management
* Organizing production changes and trials within a plant
* Supporting Business Development in projects execution
* Preparing data and cost analysis
* Creating database of new projects and developments
* Manage the core accounts to increase scope and business levels
* Utilise the Strategic Selling, Sales Negotiations and Sales Presentations processes

## Qualifications for business development leader

* Focused on engineering, T&D, environmental, infrastructure
* 10+ years experience working in government markets
* Masters degree in technical or business discipline preferred
* Demonstrated knowledge of targeted customers within area of responsibility
* Successful business development experience with demonstrated record of accomplishments
* Strategic and tactical sales planning skills