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# Example of Business Development / Marketing Job Description

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

## Responsibilities for business development / marketing

* Conducting data gathering and data management tasks
* Performing simple calculations and computer data entry
* Preparing documents, spreadsheets, charts and graphs from existing databases and information
* Performing research and contacting vendors or internal personnel for information
* Serves as the marketing liaison to the National Business Development Team
* Internal awareness champion
* Manages reporting and analytics for the National Business Development team
* Identify, evaluate and recommend partnership opportunities for LinkedIn’s Marketing Solutions business
* Negotiate strategic partnerships in collaboration with the Legal team, synthesizing key points and working with cross-functional teams to drive towards fast decisions
* Manage and scale partnerships on an ongoing basis to deliver against key success metrics

## Qualifications for business development / marketing

* 1+ years of experience presenting and describing data analysis performed
* Must be comfortable with ambiguity common in the early stages of strategic business initiatives but demonstrate ability to converting abstract strategic ideas into concrete, robust, data-supported analysis and presentations
* Familiarity in Unmanned Aircraft Systems (UAS) market a plus
* Requires 15 years of industry experience with at least five years of Automotive market experience and relationships – previous experience at and/or working with OEMs, Tier 1s, and semiconductor companies
* Sufficient technical background to be able to understand Automotive customer needs and EDA, IP and Software Quality and Security solutions
* At least five years of people management experience