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# Example of Business Development Senior Specialist Job Description

Our innovative and growing company is hiring for a business development senior specialist. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for business development senior specialist

* Ability to prioritize multiple tasks, take initiative, resolve conflicts, be creative, coordinate and make decisions
* Proven track record of meeting goals and objectives while ensuring compliance to company policies and best practices
* Demonstrated ability to lead, motivate, coach, and influence large diverse teams toward common goals and objectives
* Manage projects within the scope of business development and engineering Capex implementation project
* Arrange fluent planning, scheduling, tracking and executing of the project
* Cross functional communication with Partners, LOCs and Maintains effective relationships across various departments
* Coordinate implementation activities with partners across the alliance life cycle (Technology transfer, Regulatory, Intellectual Property & Trademarks, Finance, Marketing, Supply chain)
* Conduct leadership and employee team training and provide ‘Sensei-type’ coaching to facility leadership and representatives to develop their lean expertise over time
* Support identification and assessment of new project/market opportunities in support of the Business strategy, focusing on Indonesia and other Southeast Asia locations
* Secure a minimum of two acquired clients with active project work within the twelve month term, with an additional high-probability pipeline of three additional clients or projects

## Qualifications for business development senior specialist

* Public speaking and storytelling skills are essential
* Must be passionate about working on the edge with innovative technologies and trends
* At least 4 to 5 years of relevant marketing experience in a professional services setting
* Execution control of all Social Media activities
* Preparation of weekly and monthly Social Media reports
* Development and management of promo-campaigns on Social Media