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# Example of Business Development Senior Specialist Job Description

Our growing company is hiring for a business development senior specialist. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for business development senior specialist

* Identify best practices within the company, and outside of Thermo Fisher, and serve as a conduit for best-practice sharing
* Collaborate closely with the Relationship Development teams across Investment Services to identify and execute on new business opportunities sponsored through the Consultant channel, providing requisite support on campaigns and engagements
* Formulate strategic plans in conjunction with the EMEA Head of Consultant Relations
* Work with the Marketing and Events Group to coordinate regional Consultant events and thought leadership workshops throughout the year
* Manage the production of Consultant Request For Proposal database responses as they fall due for renewal
* Monitor long-term trends in the international development space and in LEED’s technical areas
* Coordinate development of new, and updating of current, marketing and informational materials corporate capability statements
* Achieve and exceed individual, territory, and key account revenue targets
* Develop an effective understanding of all PTS product and service offerings and support sales of all offerings across Energy, Oil and Gas, and heavy industry
* Understand the PTS sales process and effective sales pipeline management to advance opportunities through a complete (end-to-end) sales process for all PTS offerings

## Qualifications for business development senior specialist

* Management and development of special projects
* Higher Education in the field of Communications, Marketing, Economics and Social sciences (Preferably HSE, MSU, FA, Plekhanov University)
* 3-5 years work experience as a Digital Communications Specialist, SMM-specialist
* Practical experience in SMM and digital, proved with portfolio and successful projects in this area
* Excellent understanding of how to communicate with different audience
* Science degree or postgraduate studies