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# Example of Business Development Specialist Job Description

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

## Responsibilities for business development specialist

* Participate in pricing the solution/service offering
* Sell integrated products solutions and services persuasively, persistently and confidently to diverse group of functional areas within the target customer segment
* Lead change within the cold chain and building HVAC market segments
* Bachelor’s degree Sales, Business, Marketing, Communications or other related field, 0-2 years of expereince
* Previous sales or marketing internship experience is a plus
* A self-motivated, strong influencing, entrepreneurial mindset
* Bring and suggest key market research programs that deliver actionable insights into our customer relationships
* Identifies areas where process and support can be enhanced
* Acts as a liaison with internal departments (fulfillment, product development and pricing) communicating needs effectively and escalating outstanding needs and challenges
* Achieves assigned revenue target for strategically selected distributor accounts by thoroughly understanding and applying effective sales tactics

## Qualifications for business development specialist

* Proficient use of Microsoft Excel, Powerpoint, Word and relevant business systems tools
* Understanding inside sales strategies and upselling for upgrades and other add on products
* Organizing and attending meetings
* A minimum of 5 years relevant experience in the engineering and construction industry, preferably in the heavy industry and/or Mining and Metallurgy sectors
* Bachelor of Engineering from an accredited university
* The candidate must be bilingual (English and French)