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# Example of Business Health Job Description

Our growing company is searching for experienced candidates for the position of business health. 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 health

* Leading the development and execution of winning strategies, including strategic win themes, marketing campaigns and call plans, customer analysis, competitive analysis, solution gap analysis, and the recruiting and selection of teaming partners
* Understanding and capitalizing on core client needs – vision, mission, strategy, and active contracts
* Making convincing and timely decisions related to each opportunity, including organizing and focusing the capture team resources, determining strategies, teaming and solution alternatives, and managing customer relationships
* Leveraging our significant FDA Organization Performance and Leadership Development work and contacts across the FDA to expand our IT services at the FDA
* Serving as an active member of the bid team with responsibilities for identifying, obtaining and presenting critical opportunities
* Driving and/or supporting the preparation of technical proposals
* Promoting corporate positioning and key differentiators with potential customers and partners
* Defining and developing price-to-win strategies
* Working closely with core offering teams to establish winning technical solutions
* Building strong relationships across internal and external contacts (e.g., customer leadership, internal SMEs, PMs, capture team, internal leadership, BD/PMs/leadership for other contractors)

## Qualifications for business health

* Strong interpersonal skills and gravitas to help form senior level relationships in clients (C-level and Business Function Owners / Managers) · The ability to investigate and ask the right questions, at multiple levels, to establish a strong understanding of the clients current business processes, issues, drivers and the strategy to drive their business towards their end vision
* Expert knowledge of the features and benefits of small business products and services, selling approach, selling tools and calculators
* Expert knowledge of the applicable software and technology platforms for Small Business including the supporting systems such as the ACE and GRM, Sales Builder, Intralink
* Thorough and proven knowledge of interviewing, solicitation, marketing and business development techniques
* Thorough knowledge of business financial statements, especially the professionals/ health care segment
* Working knowledge of economic conditions and political events affecting small business, especially the professionals/ health care segment