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# Example of Corporate Development Job Description

Our company is looking to fill the role of corporate development. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for corporate development

* Run the end-to-end execution of a variety of deal types (ex
* Work with IQVIA™ executives and colleagues, target company management teams and external advisors on a regular basis
* Works specifically with division leadership to develop relationships and create dialogue with potential acquisition targets
* Investigates and targets potential acquisitions
* Development and ownership of business cases for acquisitions, investments and partnerships
* Proactively identifying and targeting potential new acquisition opportunities linked to our key strategic priorities
* Organizing and supporting cross-functional teams to conduct thorough evaluations of new opportunities
* Managing our external and internal deal teams
* Driving the evaluation process and timeline
* Proposing timely recommendations based on thorough and complete analyses

## Qualifications for corporate development

* Anticipates needs with a strategic mindset
* Maintain high standards of performance for himself/herself and others
* Proven abilities to identify, analyse, structure, and make recommendations on a variety of potential deals -- including mergers and acquisitions, joint ventures, and other strategic partnerships with an equity component -- on new business ventures with significant cross-divisional or global impact
* Experience analysing and presenting all relevant market, industry, and company factors to support concrete strategic targets and priorities, positioning Discovery for strong financial performance and growth
* Self-motivated and results-oriented, this candidate should demonstrate the ability to work independently to research, analyse, synthesize, and present complex qualitative and quantitative data clearly
* A minimum of 10 years of investment banking, private equity and/or venture capital and corporate development experience