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# Example of Director Business Analysis Job Description

Our company is growing rapidly and is hiring for a director business analysis. 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 director business analysis

* Design and implement a systematic approach to create long-term market-based and event driven revenue forecast models for commercial products, pipeline candidates and new business opportunities
* Work cross functionally with Business Development, TAs, Business Excellence, and Managed Markets to gain a complete and thorough understanding of market landscape and commercial potential
* Provide statistical and experimental design support to the Market Research group for quantitative market research that is used as inputs to the forecast and market models
* Support business case development for internal (current pipeline and new indications) and external opportunities
* Liaise between the business users, internal systems team and external vendors, managing priorities, production issues, system releases, and initiating and managing projects
* Work closely with internal business groups to understand and document requirements, and work with vendors/IT to identify solutions supporting business needs
* Initiate and project manage business process reviews and workflow changes, working with end users, vendors and technology when applicable
* Manages system issues appropriately and escalates to senior management where needed
* Possibility of future managerial responsibilities
* Develops financial and operational goals and objectives

## Qualifications for director business analysis

* Experience working with systems such as Salesforce, SalesForce Apps, Sharepoint, Appian and Tableau a plus
* Asset management industry (preferable fixed income asset management) preferred but not required
* Forecast BA resource needs for the portfolio and manage BA resource allocation
* Provide guidance, feedback, coaching, and mentoring to build the capabilities of BA team
* Ability to present findings on complex topics, recommendations or questions to executive stakeholders and team members at multiple levels
* Proficiency with market opportunity analysis, coverage modeling, statistical analysis, segmentation, profiling, CRM and visualization tools (e.g., D&B Market Insight and Integration Manager, Anaplan , SAP Business Objects, SAS eMinor, Qlikview, Tableau, Access, Excel) and highly developed critical thinking skills