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# Example of Director, Business Planning Job Description

Our innovative and growing company is looking to fill the role of director, business planning. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for director, business planning

* Organize activities in planning cycle, strategy workshops, interlock meetings
* Strategic lead on biosimilar deal scenario development and adaptation based on “win rate” and competitor actions
* Creates overall scenarios for deal “Wins” by customer
* Collects current insight from KAM and market analytics as inputs for the overall “Wins & Losses” scenarios
* As a member of the biosimilar business identifies new offerings beyond price (services ) and works with brand team to develop new tactics
* Responsible for strategic goals, services, profit goals and supply considerations for deals
* Creates execution performance goals with Market Access (Pricing & Contracting) and monitors progress to goals for biosimilar business
* Alerts biosimilar business of bottlenecks or delays impacting deal execution timelines
* Prepares and recommends deal strategy and individual deals for sign off by biosimilar leadership
* Leads and coordinates input by cross functional stakeholders into deal model and leads governance committee

## Qualifications for director, business planning

* High learning agility & learn fast
* Minimum of 10 years of experience in financial planning, reporting and analysis roles
* Extensive experience with Enterprise Performance Management solutions in the Planning & Forecasting fields
* 12+ years of professional working experience within operations or related functions such as Finance
* Proven experience in planning, budgeting, and analysis within business groups
* Experience in executing multi-year plans