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# Example of Mgr Business Development Job Description

Our company is looking for a mgr business development. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for mgr business development

* Identify and execute growth opportunities for both existing and potential customers in Saudi Arabia
* Ensure team has resources required to achieve objectives and remain consistent with the company's overall strategy
* Align and manage the Business Development team's responsibilities with the opportunity register
* Develop project plans, including the definition of roles, responsibilities and the scope of work for each project
* Facilitate efforts to develop, implement, and refine standard procedures with tools including customer relationship management (CRM) for researching, collecting, and tracking information about customers, including contact data, pipelines, and previous outsourcing experiences
* Review suggested business opportunities to approve bid/no bid decision based on company objectives and present to Defense leadership team
* Review feasibility studies and business plans for new product development
* Evaluate, review and provide input regarding major marketing, distribution, and manufacturing proposals and their impact on the sales function
* Identify new business opportunities by proactively creating, cultivating and enhancing relationships with industry and Government contacts
* Review completed proposals, presentations and terms and conditions

## Qualifications for mgr business development

* Support development of the Cyber Solutions OU pipeline, to include opportunity tracking and maturation
* Bachelor of Science in Engineering or Computer Science or related field
* A solid understanding of the Navy/Marine Corps vision and strategy, organizations, and commands
* Excellent written and verbal communications, presentation skills, organizational and time management skills, and
* Prior military experience as a USAF pilot
* 6-10 years relevant business/military experience (preference for Navy and Surface Warfare)