Downloaded from <https://www.velvetjobs.com/job-descriptions/retail-business-development>

# Example of Retail Business Development Job Description

Our innovative and growing company is hiring for a retail business 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 retail business development

* Commercialize new products in different segments of the US Retail market
* Effectively communicates short and long term opportunities internally to ensure a unified agenda
* Initiate, coordinate, and support BDX national account opportunities
* Responsible for developing, and tracking progress to metrics/goal attainment
* Understand target customer profile to ensure competitive advantage
* Channel and priority account plan for the next 24 months, including trade marketing costs and wholesale forecasted revenues
* Conduct activation post mortems in order to measure efficiency and profitability of the actions implemented
* As a matter of course you will be in touch and cooperate with our subsidiaries various Retail Managements worldwide
* Further, you will get insights into different company internal departments
* Your core focus will be supporting the conception, implementation and roll-out of our new Omni-channel services project

## Qualifications for retail business development

* Driving a successful client programme to help drive revenue on key accounts – identify key client issues, identify /tailor appropriate propositions to address these issues and influence account teams to take these propositions to their client and follow up progress
* Proven track record in business development, sales and client relationship management ideally within a professional services environment or in Retail & Consumer sector
* Strong sensitivity to beauty
* 3-5 years experience with minimum of 2 years licensing and/or retail experience
* Candidate must be proficient in Microsoft Word, Excel, PowerPoint, Photoshop and Illustrator
* Ability to influence and RG 146 compliant