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# Example of Retail Business Development Job Description

Our company is searching for experienced candidates for the position of retail 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 retail business development

* Prepares tracking system to monitor budget levels for the business, and operate within budgetary guideline
* Develops relationships within the Purchasing, Development, Quality and Marketing organizations within each account, manage annual product and pricing reviews and maximize profitability at each account, and works continuously to increase the efficiency and the effectiveness of every interaction between McCormick and all assigned accounts
* Exceptional communication and interpersonal skills are critical in order to convey complex information in a clear and concise manner to team members individuals at all levels of the organization, including Product Management, Operations, Senior Leadership Team
* Negotiates a variety of real estate deals including changes to existing stores, lease renewals and excess property dispositions
* Seeks landlord consents/approvals and permits for store related projects
* Performs miscellaneous projects relating to existing stores such as pharmacy additions, securing traffic improvements, improving signage, modifying parking lots, securing easements and resolving legal disputes
* Collaborates with cross functional team members from various internal departments and manages external consultants to secure real estate project approvals
* Actively participates in Real Estate Committee Meetings and presents new store site locations
* Coordinates and assists in negotiations, due diligence, permit approvals and closings for store expansions, relocations and new store development
* Identifies strategies for real estate issues and develops and implements short-term and long-term real estate solutions

## Qualifications for retail business development

* Proven and effective written and oral communication skills
* Must be able to manage and develop a team that may not be local
* Must possess strong relationships across multiple channels of distribution
* Must have experience in accomplishing results for multi-billion dollar divisions, delivering against ambitious revenue goals while balancing demands of retailers, licensors and manufacturers
* Must have well-established, long-term business relationships with key stakeholders at all major retailers and manufacturers
* Must have the ability to communicate effectively and tactfully with senior executives and other levels of personnel