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# Example of Strategic Director Job Description

Our company is searching for experienced candidates for the position of strategic director. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for strategic director

* Be an enterprise-class, digital marketing consultant to predetermined enterprise clients, including staying abreast of email, digital, and one-to-one marketing best practices and applying this knowledge to assist their portfolio of clients in meeting their marketing and communication goals
* Quickly become an expert in the company's software and service offerings and how our offerings can assist your clients' in achieving their goals
* Identify up-sell opportunities to ensure clients are investing more in the company's software and services to deliver their digital growth expectations
* Lead and guide strategic planning and goal-setting for your clients including the ability to forecast to the company's management accurately and derive learnings from historical analysis
* Drive all aspects of the sales cycle including, proposals, scoping, pricing and contract negotiations, related to all up-sell opportunities
* Develop overall project plan for the identified initiative, ensuring stakeholder agreement on overall objective, key deliverables and timetable for completion
* Maintain in frequent contact with key account
* Develop and execute business plan that proide client with a fully integeated set of product, process, service and technical solution
* Collect market/customer/competitor insight and intelligence and share this knowledge with others
* Attract qualified alliance partners to participate with the firm on selected initiatives, understand alliance partner needs and partnering drivers, manage and help ensure fulfillment of expectations, identify alliance risk factors, and develop and implement risk mitigation

## Qualifications for strategic director

* Bachelor’s degree in Purchasing and/or Supply Chain Management
* Bachelor’s degree preferably in Supply Chain, Engineering, Business Administration, Finance or Accounting
* Experience in interacting with all levels of the organization
* Passionate about creating significant accomplishments
* Must have >10 years' working commercial experience within Telecommunications industry
* Fluent Chinese Mandarin and English with strong written and verbal communication skills