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# Example of Strategy & Business Development Manager Job Description

Our innovative and growing company is looking for a strategy & business development manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for strategy & business development manager

* Work closely with global corporate development team on further analysis of companies to support extensive acquisition research and later processes
* Participate in integration activities
* Leads strategic initiatives sponsored by the C3SD Vice President and other Operating Committee members
* Leads the strategy development process and the development of options and recommendations for the most important issues facing the businesses
* Directs the strategic planning process and creation of overall 5-year strategic plan
* Tracks industry and competitive trends and develops business outlook and perspectives on strategic shifts required in portfolio
* Defines and researches significant market/category opportunities while assuring alignment to meet the business strategic and financial objectives
* Oversees the division’s inorganic initiatives, including partnerships, acquisitions and divestitures
* Develop and implement strategic initiatives and operations to accelerate our top-line growth
* As a Strategy professional work with the leadership team to support the development of business strategies to achieve company goals

## Qualifications for strategy & business development manager

* Create strategic roadmaps for functional partners to design, test, and implement transformational business solutions
* A track record demonstrating a high level of personal initiative, strong work ethic, proactively setting and achieving challenging goals, flexible / adaptable to changing environment, and demonstrating entrepreneurial leadership
* Strong analytical skills and the ability to strategically assess opportunities in a fact-based process
* Develops new opportunities with customers and plants
* 10+ years in product management or experience leading large-scale initiatives
* Coursework and experience in clean and renewable energy, energy distribution, energy efficiency, or direct energy