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# Example of Strategy & Corporate Development Job Description

Our company is looking for a strategy & corporate 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 strategy & corporate development

* Participates in and supports pipeline development
* Performs expert-level qualitative, quantitative, and financial analysis
* Identifies, investigates, evaluates business opportunities sales, licensing opportunities or strategic business alliances
* Detailed modelling including due diligence assistance relating to corporate finance activity
* Company Valuation relating to corporate finance activity (Build financial and valuation models for potential new opportunities)
* Synthesizing divergent sources of data into a comprehensive view of the business, our customers and the wider industry
* Lead commercial analyses on specific questions across markets, to improve understanding, identify opportunities and feed into broader strategic questions
* Helping to create strategic presentations/recommendation documents
* Preparation of monthly CEO report reviewing trading performance in 10 key markets, identifying operational issues and highlighting local market developments
* For area of scope executes on portfolio plays and resolutions

## Qualifications for strategy & corporate development

* Thought leader with the ability to think strategically and communicate effectively with all levels of management and the capability to guide, educate, & influence the thinking of senior decision makers
* Demonstrated ability to work in a matrixed organization
* Previous experience with large, geographically-dispersed, multi-functional global organizations
* Demonstrated leadership with a proven track record of building high performing teams that serve as bench strength across the organization
* Deep experience in technology and/or the hospitality industry are a plus
* 10+ years of post-MBA Corporate Development, Investment Banking or Strategy experience, preferably in the technology industry