



Example of Business Development Director Job Description

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Our growing company is looking to fill the role of business development director. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for business development director

- Collaborate on contract development and negotiate contract with customer
- Prioritizes and leads detailed analyses that address strategic threats and opportunities across BDDS
- Defines and leads the strategic planning process and facilitating the creation of strategic objectives for BDDS business platforms
- Ensues alignment of BDDS functional groups (marketing, R&D, operations, program management) with the overall business strategy
- Identifies and assesses selective external opportunities in support of the strategic objectives, leading due diligence exercises, developing opportunity business cases, and implementation plans
- This position can be located remotely
- Develop, coordinate and implement marketing plans intended to increase business and capture new opportunities with the U.S. Navy, other DoD agencies and commercial marine product users
- Be involved in strategic marketing and operations planning
- Have responsibility for contacting potential customers and marketing products
- Lead relationships with strategic financial / market partners

Qualifications for business development director

- 5+ years alliance business development experience and/or product

- Cross functional team leadership experience and skills
- Proven track record of progressive wealth or investment management business development experience
- Experience sourcing, structuring, negotiating and implementing entertainment deals (e.g., production, distribution, live events)
- Ability to work with a CRM system