



Example of Business Development Director Job Description

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Our growing company is looking for a business development 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 business development director

- Serve as the key alliance liaison and first point of contact for all mainframe business activities
- Leading the deal origination activities with an emphasis on developing proprietary deal opportunities
- Build and develop new clients by hunting and building relationships across major industry verticals on the West Coast
- Engage business leaders and decision-makers' across different clients while managing pipeline activity levels
- Formulate potential solutions that meet client needs
- Develop and initiate strategic outreach for prospective customers
- Deploy parallel sales strategy in order to identify and meet the needs of all influencers and decision makers in sales process
- Collaborate and lead visioning sessions with customers to generate an action plan that drives measurable and accountable next steps
- Collaborate internally within Learning Objects team and Cengage institutional sales organization to identify key target customers and develop strategy
- Own our RFP and proposal process, and execution

Qualifications for business development director

- Strong understanding of web development, iOS platforms and other digital

- 10+ years as an account/program/project manager/business development or related role in a client services organization
- Impeccable organizational and interpersonal skills
- Bachelor's Degree in business or engineering from an accredited institution (MBA highly favored)
- Candidates living in and around the Chicago area, please
- Extensive knowledge of and experience in the residential real estate and/or relocation industries required