



# Example of Business Development Director Job Description

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Our company is growing rapidly and is hiring for a business development director. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for business development director

- Prospects, identifies and/or leverages existing customer relationships, and potential customers, to drive new business and recommends business opportunities to leadership based on project attractiveness and risks
- Identifies problems or needs of potential customers and effectively utilizes consultative sales techniques to address customer needs
- Maintains Graebel's Customer Service Management System (formerly known as CMS) to manage the sales process and meet customers and prospects needs throughout assigned territory
- Help develop and maintain sales collateral specific to customer mission space and specific opportunities
- Identify and develop the customer base
- Position Pulsafeeder EPO at the earliest phases of projects with system integrators and EPCs
- Work with Pulsafeeder sales team to bring qualified opportunities to PO award
- Track and report on new markets and emerging chemical process industry trends (oil & gas, water treatment, power generation)
- Develop and implement strategic planning, including strategic plan preparation and implementation for sales growth
- Manages a team of Enterprise Account Executives who sell complete outsourcing and document management solutions

- Sales, marketing and/or business development experience required
- Local and Regional travel as needed
- BA/BS degree, with 10 years datacenter sales experience
- Sales/Business Development training preferred
- 3+ years of business development experience in CRO industry is required
- Either a Ph.D