



Example of Business Development Lead Job Description

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Our company is growing rapidly and is looking to fill the role of business development lead. 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 lead

- Identify new opportunities outside of the current core areas of client engagements for growth – includes new service models, joint go-to-market strategy
- Together with our digital experts and architects, develop point of view and mindshare with client to support new development initiatives for the Digital User Experience and Workplace application space supporting new technology directions – Mobility, Cloud, Analytics
- Execute strategic market development activities for key vertical markets, client groups and partners
- Where possible drive a joint-innovation program with the client against a budget, and also drive non-linear revenue models with client
- Update marketing collaterals resulting from our SmartGrid/SmartCity first pilot deliveries
- Identify early SmartGrid deployment projects and early position Digital Grid Solutions on key opportunity targets
- Develop deployment strategy applying Fastworks approach with coordination with SmartGrid Comops team
- Assist Sales Executives in building a book of business on a local/national level
- Assist in categorizing sales targets
- Be the liaison between potential customers and sales executives

Qualifications for business development lead

- Specific industry experience and knowledge of of the Power Utility, Oil and Gas Production and Transport, and Mining industries
- Proven experience of working in complex environments
- Proven ability to prioritize, be assertive, and take ownership is essential to success
- Organize the activities of the Business Development, Estimation & Composite Manufacturing team
- Evaluate the bid process for business opportunities both internally & with external customers