



Example of Business Development Lead Job Description

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Our innovative and growing company is hiring for a 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

- Develop and build new relationships with key strategic digital and tech-based clients to win new business of \$1 million in revenue
- Attaining individual activity targets including outbound calls and scheduled meetings
- Continuing one's education in the treasury and payments industry
- Build a pipeline of qualified leads for your Account Manager team to achieve your personal revenue target of around \$1.5 million
- Research and uncover new leads via mining various internal & external sources
- Initiate new sales cycles via outbound calls, emails or social media
- Pre-qualify prospects and set up appointments for your Account Managers
- Support our onsite prospect program at events (VIP) and when appropriate meet with clients face to face
- Route leads to appropriate account manager in respective territory and provide background on client needs/expectations
- Track referred appointments and monitor the success rate of your initiated new business opportunities

Qualifications for business development lead

- A Bachelor of Science in Engineering, Business or equivalent years of experience

- Improve models and processes to meet internal and market requirements
- You have an engineer, finances or administration bachelor degree
- You have from 5 to 7 years of relevant experience in engineering, business development and /or finances
- You have a good understanding of the manufacturing environment of metallic and composite parts, surface treatment