



Example of Business Development Lead Job Description

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Our innovative and growing company is searching for experienced candidates for the position of business development lead. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for business development lead

- Experience in IT or trade show environment is a plus
- Provide outstanding leadership, planning, measurement and support of the following key external relationships through impeccable account management and operational focus with companies like Wal-Mart, USDA-NRCS, AgSolver, POET, PeleTec, Growmark, EDF NutrientStar, Arvegenix
- Recruit, train, and manage the Driver Ambassador team in the Baltimore region
- Job includes remote meetings and visits to partner locations
- Continuously develop production sources to their next highest relationship grade level , 1-5
- Collaborate with vendors and internal teams to identify target customer segments
- Proactively contact and engage identified customers
- Establish and develop partnerships with electrical and other distributors
- Understand the business models of the partners, identifying and communicating needs for additional services
- Develop metrics and measurement framework to track partner ecosystem performance

Qualifications for business development lead

- You are autonomous and demonstrate innovation and leadership
- You can adapt to a changing environment
- Track record in consulting/services sales with proven ability to develop industry or client specific value propositions
- Work independently with minimal guidance in teams
- An MBA or advanced degree in business management Networks and Security certifications (CCENT, CCNA, etc) are desirable