



# Example of Business Development Leader Job Description

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Our innovative and growing company is looking to fill the role of business development leader. 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 leader

- Work closely with Affinity and H&B Business Leaders National Sales Leaders to create strategic initiatives to grow revenue
- Work with Leadership to develop and manage a sales pipeline
- Identify, target, and prospect potential accounts
- Coordinating work for local project teams, tracking work status, KPI's and risk management
- Organizing production changes and trials within a plant
- Supporting Business Development in projects execution
- Preparing data and cost analysis
- Creating database of new projects and developments
- Manage the core accounts to increase scope and business levels
- Utilise the Strategic Selling, Sales Negotiations and Sales Presentations processes

## Qualifications for business development leader

- Focused on engineering, T&D, environmental, infrastructure
- 10+ years experience working in government markets
- Masters degree in technical or business discipline preferred
- Demonstrated knowledge of targeted customers within area of responsibility
- Successful business development experience with demonstrated record of accomplishments

