



Example of Business Development Leader Job Description

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Our innovative and growing company is looking for a business development leader. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for business development leader

- Support local BDM team and Country Manager with their sales efforts
- Establish a professional, working, and trusted-advisor based consultative, relationship with Partners
- Has proven relationships with top Software/hardware companies (VMWare, MS, Red Hat...)
- Define, execute, and own an engagement plan for key strategic partnership targets
- Forecast all opportunity generation activity and revenue achievement
- Consistently reach and exceed mutually agreed upon targets
- Monitor market feedback, trends and proactively share insights to identify opportunities for practice area growth
- Actively collaborate with leadership where appropriate on mission, culture and strategic initiatives
- Participation in global communications and agile practices
- Progress opportunities identified through the collaborative relationships

Qualifications for business development leader

- Master's degree specialising in Business Management, Technology, Economics or similar field
- Analytical and statistical savvy
- Strategic thought leader and growth leader experience

- DOD/Federal Engineer service experience and/or industry experience serving DOD/Federal clients