



Example of Business Development Service Job Description

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Our company is searching for experienced candidates for the position of business development service. 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 service

- Improve field productivity, providing the right tools
- Drive field ROB, including community calls and other forms of communication and information sharing
- Drive partner satisfaction measurement process (CPE – GRS Survey), share the insight with HMSP leadership team and with the field
- Define compensation for Sales Roles, to align execution to business goals
- Support HMSP VP and the Leadership team to define overall strategy
- Drive HMSP Rhythm of the business process, including monthly and quarterly field business reviews
- Significant contributor to BD design and implementation for RSD strategy
- Contribute to efforts that clearly articulate key messages and images of RSD as solutions provider to prospective customers
- Key role to identify, triage and prioritize leads
- Coordinate proposal writing (writing some relevant portions), assemble package for submission to customer, gauge customer expectations, and work closely with RSD leadership in negotiation towards deal closure

Qualifications for business development service

- Develop business opportunities to create sales
- Competent- System dynamic
- Excel - Project management

- 10+ years Sales, Business Development and working with Senior Executives