



# Example of Business Development & Strategy Job Description

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Our company is growing rapidly and is hiring for a business development & strategy. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for business development & strategy

- Bachelor's degree in finance, accounting, economics, or engineering
- Agriculture, energy, natural resources, or chemical industry experience
- Support the Lodging annual strategic plan and deliver to senior leadership
- Perform and run in-depth sales analytics used to gauge fundraising performance
- Manage monthly, quarterly and annual fundraising review presentations used to provide actionable insights on historical fundraising activity against set goals to Senior Management
- Run annual goal-setting data collection and creation of presentation
- Build advanced data queries to extract relevant data from CRM system
- Assist in creation, implementation, maintenance and support of ad-hoc sales reports
- Support/lead business development discussions with external and internal strategic partners across television, digital, mobile and digital out of home
- Act as main business contact and of all 3rd party revenue partners

## Qualifications for business development & strategy

- Experience in specialty chemicals, chemicals or similar industry, strongly preferred
- Strong command of the English language, grammar, style and logical

- Act as cross functional coach, facilitator to gain buy in, resolve conflict and deliver results
- Track record of natural curiosity with demonstrated continuous effort to develop and grow self and others (read books, take classes)
- Master's or PhD degree preferred with minimum of 3 – 5 years of Business Development experience in Life Sciences
- Expertise in life science tools preferred