



Example of Business Development & Strategy Job Description

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Our innovative and growing company is looking for a business development & strategy. 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 & strategy

- Significant input to proposal win strategy and theme development
- Participates in Pink and Red Team reviews
- Using discretion, produce complex marketing proposals, presentations and printed qualification materials in response to formal and informal client solicitations
- Responsible for organizing and conducting proposal project team meetings based on client requirements or strategic level of the proposal, organizes and leads technical staff and /or senior managers in reviewing drafts for RFP compliance and strategy
- Works closely with Environment Market Sector Director and Regional Market Sector Leaders Client Account Managers
- Mentors Level I Specialists
- Support further leadership within the automotive organization through direct and indirect reports
- Consultancy services to executive management for local value added creation and decision making support
- Consultancy support including market, competitor, customer analysis and business development projects
- Research and analysis of external reports to provide market foresight, forecasting studies to enhance market knowledge, coordination between headquarters, region and local divisions

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- Bachelors Degree required, preferred Masters Degree
 - 5 to 7 years of experience in a sales/account management related commercial role preferably with high profile, technology clients in the San Francisco bay area
 - Operations experience and technical background preferred
 - Ability to work independently, self-starter adept at seeing opportunities, connecting with the right stakeholders
 - Bachelor's degree in Business or Marketing MBA is highly desirable
 - 10+ years of Business Development experience, within Life Sciences industries