

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

- Build strong internal relationships with all departments for cross collaboration, company and strategic alignment
- As new products become available, provide guidance on the benefits, features, and application of these products in the client's environment
- Responsible for achieving annual sales and revenue targets
- Regularly identify ways to improve prospecting success, pitch efficiency and win rate, and implements action to address them
- Analyzes market data/competitive landscape to drive sound decision making on where and how to create pipeline opportunities
- Performs due diligence on potential customers/competitors and implements strategic plan to deliver growth targets
- Identifies fact-based solution strategies for key business issues
- Identifies prospects for company's services and develops and implements focused strategies to obtain an audience of decision makers in which to formally present company's capabilities
- Leads or coordinates the response to formal Requests for Proposals from prospects and existing accounts who are re-bidding their programs
- Grows annual sales volume by adding new accounts, increasing business from existing accounts and price increases

## Qualifications for business director

- At least 4 years of proven leadership of large brands and complex portfolio and channel strategies
- Experience with product development/program management related to web applications and/or web services and the underlying technology infrastructure
- Ability to understand and manage the budget and funding process to maximize efficiencies and leverage corporate yearly and monthly management and reporting requirements
- Must be highly organized and process oriented with attention to detail, but still be able to function at the strategic level to establish context and sound reasoning for data driven decision making
- Must be comfortable with ambiguity and able to “bring order to chaos” when required