



## Example of Business Unit Director Job Description

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

- Provides timely and thoughtful analysis and feedback on product/market conditions to a wide variety of internal 'customers' (marketing, commercial operations, senior management)
- Establishing Takeda as a leader in vaccine analytical development through the application of processes, procedures and technologies to achieve best in class analytical testing strategies
- Build an extensive network of collaborators across VBU departments, CROs and external academic laboratories to drive scientifically sound and innovative approaches to analytical development
- Establishing leadership across industry working groups, academic laboratories, and with regulatory agencies to advance Takeda's analytical goals
- P&L responsibility for the AMC Portfolio and meeting global revenue and operating income targets
- Manage the AMC product portfolio and product lifecycle from idea inception to end of life
- Fosters development of innovative, customer-insights patient-centric solutions across the entire Alpine organization
- Evaluate, recommend changes, and improve pricing strategies for regular, promotional and clearance activities to improve overall sales and margin performance to assist the business in meeting financial goals leveraging the capabilities of marketing applications such as Show Your Way Rewards,

- With business partners, develop pricing strategies leveraging the capabilities of marketing applications such as Show Your Way Rewards, Targeted Interactions, and Financial Services Offerings across all SHC businesses including Kmart stores, Sears stores, Sears.com, Kmart.com, myGofer, Hardware stores, Hometown stores, and other formats
- Manages and provide pricing analytics to Marketing

### **Qualifications for business unit director**

- Computer software abilities including spreadsheets, graphics and word processing a prerequisite, experience in CRM tools
- Conversant on the current regulatory environment within asset management required
- Experience in direct client contact and relationship management within a Third Party Distribution (TPD) sales channel a necessity
- Experience in team management and overseeing junior staff required
- Producing training material and delivering training
- Experience in identifying areas for improvement, automation and scalability needed