



Example of Corporate Development Director Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is looking to fill the role of corporate development 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 corporate development director

- Proactively manage the end-to-end business development process including sales pipeline management and value selling while liaising with support functions of commercial finance, tax, counsel
- Collaborate with New Products Commercialization, R&D, Accounting and other functions in order to provide oversight of all inputs
- Develop comprehensive product knowledge, positioning and provide training to sales teams
- Responsible for scheduling of training sessions, and booking/notifying all relevant parties
- Accompany Sales representatives on outside customer/prospect visits, calls, appointments and assessments to observe sales methods, monitor learning progression, and provide feedback on opportunities of improvement
- Collaborate with Sales Managers and upper management to monitor performance of new Sales representatives within their first year, identify "at risk" or underperforming reps and develop solutions to improve their performance
- Maintain metrics to quantify and qualify success of training program and its impact on Zeno sales teams
- Uses a variety of instructional methods to ensure maximum delivery effectiveness including individual or small group instruction, self-study, simulation and role play exercises, distance learning, webinars, video

- Works closely with Management evaluation process to determine skill set and areas of need
- Work in the field with BTC/MPS reps for one on one to reinforce taught during training

Qualifications for corporate development director

- Excellent interpersonal skills with good oral and written communication skills
- Preference - knowledge of medical products, diagnostic, nutritional and pharmaceutical markets preferred
- Act as credible independent expert whose opinion is actively sought by senior leadership
- Advanced science degree, preferably in chemistry or biology, and strong business analysis, MBA preferred
- MBA, MD or biomedical PhD is very strongly preferred
- Ability to identify and prioritize opportunities, evaluate risks, develop a business case and effectively frame decisions for corporate development team senior management