Our innovative and growing company is looking to fill the role of development & business analyst. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for development & business analyst

- Ensure customer satisfaction and professional client interactions through seamless delivery of Engineering & Product Design royalties to partners
- Conducts interviews of existing content partners to identify unmet business needs
- Validate identified business problems to quantify their pervasiveness and severity in the market
- Directs research in core markets to drive understanding of unmet needs, market segmentation, competitive landscape, and market potential
- Periodically evaluates competitive and alternative offerings, assessing their strengths, weaknesses, and market position relative to current E&PD offerings
- Main POC for Corporate data calls as requested by senior management that involve financial, marketing and business development metrics
- Responsible for the health of the pipeline in Salesforce and for the data accuracy on priority opportunities that includes understanding global market trends and measuring those results against current pipeline targets/timing
- Ensures quality control on Operation's corporate BD Reporting including weekly and period close metrics
- Manages Opportunity Decision Point review schedule and coordinates meetings
- Leads preparation efforts for the Annual Operation Plan (AOP) that includes analysis on business development metrics, outreach to key leadership and

Qualifications for development & business analyst

- Must be able to build and maintain collaborative relationships and networks
- Must be able to successfully lead and motivate cross-functional teams
- Must be able to travel to commercial sales team meetings (2-3 per year)
- Proficient in SAP and Hyperion preferred, both data content and extraction techniques would be beneficial
- Prior experience leading cross- functional teams would be helpful
- Prior experience supporting commercial businesses would be helpful