



# Example of Digital Business Development Job Description

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Our innovative and growing company is hiring for a digital business development. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for digital business development

- Evaluate potential licensing partners in the digital space – social networks, interactive radio, online video, mobile commerce
- Participate as member of the Business Development team
- Source and develop strategic business and marketing relationships
- Source and develop data licensee relationships for our Eventful.com data
- Manage certain licensee accounts / partner relationships
- Coordinate with internal product, tech and operations teams
- Coordinate strategic initiatives with select partners
- Communicate effectively with external and internal teams, , partners about project and business unit's activities, initiatives, goals and objectives
- Provide support to internal business unit stakeholders to understand strategic partnership needs and coordinate with internal legal team to support partnership deal execution
- Provide administrative support to an executive and members of his team, including answering phones, coordinating meetings, managing conference room bookings, maintaining calendar, arranging conference calls, arranging complex travel arrangements

## Qualifications for digital business development

- Minimum 1 year of digital business development experience
- Minimum 10 years work experience in digital business, with at least 2 years in

business development, strategy, operation client & partnership management in digital / ecommerce business with revenue responsibility

- Commercial, financial and technology savvy
- You must have native or near native level of English language extensive cultural awareness of UK and Ireland
- Detail focused with excellent Excel (VBA is a plus) and PowerPoint skills
- Ability to communicate clearly and concisely data-driven analysis overall strategy