



Example of Dir, Business Development Job Description

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Our company is searching for experienced candidates for the position of dir, business development. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for dir, business development

- Leads and manages the development of sustainable acquisition plans and business cases to maximize business and profit growth including identifying and creating a pool of potential sales opportunities and clients, collecting and analyzing competitive intelligence within specific communities and developing long-term acquisition plans and processes and ensuring alignment with strategic business development directions
- Lead a team accountable for growing an opportunity pipeline which results in top-line growth
- Meet or exceed financial and operational targets including bookings, pipeline growth, new business investment funding, and overhead budgets
- Serve as the subject matter expert within a designated product are, shaping and winning new Product Area opportunities including understanding of the customers' procurement processes and acquisition strategies
- Participate in the development of strategic plans including country strategies leveraging knowledge of the company's products and capabilities
- Help build improved customer intimacy with U.S. and international customers, providing a frequent and consistent message
- Provide direction, feedback, and coaching to grow and develop BD professionals
- Direct and manage processes for the formulation, implementation and management of discretionary resources
- Requires an excellent understanding of standard business practices related to

Management), Inventory Management (Purchasing, Scheduling, and Order Fulfillment)

- Evaluates the effectiveness of business development strategies by assisting and training assigned facilities in measuring key outcomes, data analysis, and sales force productivity

Qualifications for dir, business development

- Demonstrated networking capabilities among various DOD communities, acquisition officials/leads, policy and program management organizations aligned with the Department of Defense
- Active TS clearance with the ability to be upgraded to SCI
- 20 years directly related experience in government, defense, aerospace or related industry with extensive experience/expertise in the MENA region
- Understanding of joint/coalition integrated air and missile defense
- Operational understanding of Combatant Commands
- OSD Policy Understanding/Experience