



Example of Dir, Business Development Job Description

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Our growing company is hiring for a dir, business development. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for dir, business development

- Evaluates staff effectiveness, productivity, strengths and weaknesses
- Supports Facility Director's of Business Development in evaluation of strategic plans by payer, program and target markets
- Supports Facility Director's of Business Development, as needed, in hiring and training Business Development Team Members, and providing recommendations for professional development
- Drive the capture team to develop differentiated customer focused solutions based on an analysis of customer issues, hot buttons and key performance parameters
- Provide metrics and analysis in support of the RMS Senior Leadership Team to help guide New Business Investment (NBI) administration
- Deliver transactions across therapeutic and technology areas
- To be a resource for Search & Evaluation team members and Alliance Managers around the process and substance of deals
- Partner with executives within R&D organization to establish and maintain strong strategic and executional alignment
- On an as needed basis and as part of a shared resources model, work on or help with deal execution for other BD&L regions
- Conduct search and evaluation of partnering opportunities in defined geographic or therapeutic areas

- Develop and implement business development strategy for the NES market
- Must have a thorough understanding of the JCIDS process and application to customer tradeoffs and experience conducting this analysis at the DoD OSD level, Air Force, Navy, Army, and MDA
- Good understanding of US acquisition process both FMS and DCS
- Understanding of the Patriot, NASAMS, HAWK, HAWK XXI and I2AMD Weapon Systems
- Good understanding of force generation, sustainment and readiness
- Understanding of Network Centric Operations & Concepts