



Example of Dir, Business Development Job Description

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Our company is growing rapidly and is looking to fill the role 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

- High usage of CRM system to successfully execute a business plan in conjunction with Regional Director to foster new relationships while providing world class customer service to drive sales within assigned territory
- Provide follow-up and sales support and service as needed
- Prospect new clients to establish new relationships and generate business
- Requires to Travel on a monthly basis and spend at least 1 week a month in Uruguay
- Work with the VP of Business Development and Strategy to drive productive interaction with MSG's leadership to define strategic requirements and associated partnership or acquisition opportunities
- Perform competitor, market, and internal analyses to identify, recommend, negotiate, structure, and obtain internal approvals for acquisitions of potential business targets and strategic investments
- Develop and manage the appropriate list of target candidates
- Collaborate with Business Unit Marketing teams and external advisors to evaluate and conduct financial and risk analyses of business opportunities and develop Business Cases
- Partner with Senior Management to prepare and propose deal terms via LOI & Term Sheet, and create final agreements in conjunction with the Legal Department and internal subject matter experts
- Build a strong understanding of target markets and customer groups through a range of sources

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- Ability to meet with customers and present status of products, and negotiate key large business deals
 - Bachelor Degree in a related field such as Business, Engineering, International Diplomacy
 - 20 years directly related experience in government, defense, aerospace or related industry
 - Relevant country and industry experience with an established network across government and business organizations around the globe
 - Operational experience in joint/coalition integrated air and missile defense
 - Project management, including defining and measuring against agreed milestones