



## 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. To join our growing team, please review the list of responsibilities and qualifications.

### Responsibilities for dir, business development

- Develop strong core models (financial, valuation, ) relevant to partnership or acquisition opportunities
- Perform effective organization, management, and completion of due diligence of business development projects
- Communicate with investment bankers, brokers, and consultants for acquisition opportunities
- Guide and support post acquisition integration activities
- Coordinate MSG's strategic planning process that includes the annual Strategic Plan, Quarterly Business Reviews, and the synchronization of the Strategic Plan with each Business Unit's Operating Plan
- Develop region and account sales and marketing strategies working with Account GMs and across Product Groups s and our Customer Support Business Group (CSBG) to deliver long term business growth optimize Lam's business opportunity with appropriate value capture/sharing
- Responsible for meeting penetration and defense, bookings, shipments, gross margin objectives for the region
- Managing customer engagements/relationship management at all levels and working across agency boundaries
- Identifying and maturing new opportunities
- Represent AST in key external (customer, community, ) strategic efforts, interactions and initiatives

- Technical knowledge sufficient to quickly grasp technology aspects of opportunities assigned for incubation
- Management of small, dedicated team investigating assigned opportunities, maintain motivation in the face of uncertain outcome and inevitably changing expectations and understanding as work progresses
- Ability to be both visionary and strategic in thinking, tactical in executing strategies, anticipating and considering how current plans will be affected by future events
- Demonstrated ability to achieve results through team efforts, willingness to challenge established practices and draw relevant conclusions
- Ability to manage conflicting demands for resources through negotiation
- Willingness to work in a matrix environment and value the importance of teamwork