



## Example of Dir, Business Development Job Description

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Our innovative and growing company is looking to fill the role of dir, business development. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

### Responsibilities for dir, business development

- Actively prospect and leverage potential new business opportunities within specified client account(s)
- Cultivate strong, long-term relationships with key decision-makers within account and develop deep knowledge of the client organization
- Analyze potential opportunities and develop sales strategies for each client account
- Map key Chiltern stakeholders to their peer individuals at the client account to ensure increasing intimacy between Chiltern and client accounts
- Provide leadership and direction in client activities to ensure the relationship is leveraging Chiltern's capabilities and service offerings
- Collaborate with Chiltern business development leaders to plan and implement sales activities
- Develops and presents accurate, concise, and timely opportunity decision briefings for senior and executive management
- Performance requirements – strategic growth – responsible for working with IDS Business Development and Business Area Vice Presidents to meet growth targets, new business opportunities, and customer satisfaction metrics to include mergers and acquisition opportunities
- Ensure that the business area achieves all financial metrics including bookings, sales, earning, and cash
- Develop strategic plans to advance the business area objectives that

## Qualifications for dir, business development

- Demonstrated presentation skills both written and oral, including ability to effectively communicate to senior management
- Existing knowledge of deployments at key customers and preexisting commitments
- Advances degree in business or scientific discipline (Bachelor's Degree acceptable)
- Previous experience in a CRO
- Bachelor's degree in engineering or technology field
- Bright individual, with ability to combine logic, creativity, and judgment