



Example of Director, Strategy & Business Development Job Description

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Our innovative and growing company is looking to fill the role of director, strategy & 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 director, strategy & business development

- Demonstrates superior judgment to mitigate risk
- Be primary relationship lead for multiple impacted functions and act as an escalation point where appropriate
- Influences mid to long term strategies and objectives and understands the larger picture
- Lead / manage special projects on an as needed basis
- Analyze data to propose contract models and fee schedules
- Evaluate, support and lead implementation of new external and internal high-value cross functional new business opportunities
- Support various Business Development, Commercial and Corporate initiatives as needed
- Business to business negotiations and relationship management including pricing analysis and contract execution
- Business to Business Lead generation and business development pipeline management
- Work cross functionally with Clinical and B2C Sales teams to achieve client engagement and execute deals

Qualifications for director, strategy & business development

- Leading the team that will develop and communicate the global level market

- Creating strategies that allow the team to go-to-market in the most efficient manner to provide the greatest return
- Taking a leadership role in the development, integration and execution of sales analytical plans for multiple sales channels
- Collaborating with cross-functional teams to ensure alignment and synergy around key business priorities and market landscapes to support better and more informed business decisions
- Maintaining technical proficiency among data systems, programs, and software resources
- Working with Finance to create drivers/analysis to improve the ability to more accurately forecast and develop challenging, yet realistic sales quotas