



Example of Director, Strategy & Business Development Job Description

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Our growing company is looking to fill the role of director, strategy & business development. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for director, strategy & business development

- Active role in major licensing processes, including supporting licensing managers in evaluation of market opportunity, development of objectives, go-to-market approach and contract negotiations
- May serve as a Client Account Manager for key clients of the BU
- Manages the client engagement program for the Business unit
- Works with the BU Director and prepares, reviews and manages the BU budget for BD&S activities
- Manages and reports on the BU sales program and tracks against identified sales metrics including win rate, pipeline status and client engagement
- Explores business opportunities with new clients and areas, working closely with the BD&S Team Client Account Managers and other key ANA staff
- Assists with opportunity presentation strategies, support materials and visuals
- Actively engages members of the BU and technical professional organization to stay abreast of key technical and business trends generated from ongoing client and project activities
- Leads the development, planning and implementation of BU marketing and branding initiatives with the Marketing/Communications team
- Create all Sales and Delivery collateral for that domain

Qualifications for director, strategy & business development

- Recruiting, developing and leading a team to support achievement of these objectives
- The ability to interact effectively and respectfully with internal and external customers
- The successful candidate will have an MBA and at least 5 years of experience in business development, corporate strategy or management consulting with a specific focus on technology and digital media
- Masters of Business Administration (MBA) Degree, or equivalent work experience
- Strategic Partnership experience