



# Example of Director, Strategy & Business Development Job Description

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Our company is searching for experienced candidates for the position 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

- Taking ownership of and conducting high quality, meaningful, evidence-based business analyses
- Reviewing and recommending improvements to the development of business strategies to achieve company goals
- Initiating and driving strategy projects across the existing PHM portfolio, leading to the formulation of actionable strategy recommendations
- Developing business plans and completing all due diligence activities
- Collaborating with various departments to collect business data to complete timely analysis
- Performing business analysis and reporting to management for decision making purposes
- Coordinating with content experts, the marketing department and operations team, to develop innovative business proposals, programs and concepts
- Guiding multiple project teams (incl
- Actively coaching, managing and developing Strategy team members
- Identify key trends and emerging changes in the industry and communicate implications and options to executive leaders

## Qualifications for director, strategy & business development

- Intimate knowledge of MHE business units, functions, and markets

- Solid business acumen /knowledge of external healthcare business environment - understanding of competitive history/ability to forecast next moves
- Solid quantitative/qualitative assessment skills, critical thinking skills, and ability to constructively challenge ideas and assumptions
- Requires strategic orientation/ability to help translate ideas into business strategies
- Solid/demonstrated negotiation skills