



# Example of Director, Strategy & Business Development Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our growing company is looking to fill the role of director, strategy & business development. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for director, strategy & business development

- Develop and nurture strategic partnerships with business development and product executives at leading companies in Home Insurance, Home Security, Utility, Smart Home, Plumbing and other adjacent industries
- Research and develop Big Data analytics requirements and demands and accompanying business models with strategic partners
- Create and deliver custom data analytics packages in collaboration with Phyn technologists and data scientists that are tailored for specific customer and strategic partner needs
- Drive excellence in execution by improving processes, collaboration and stakeholder engagement
- Innovate – from Idea to Deployment
- Build the best team by recruiting and developing talent and modelling behavior to engage employees
- Work with the SVP of Strategy to identify key trends likely to impact the broadcast business over the next five years
- Prioritize potential sectors for future investment
- Work with SVP of Strategy and Finance to create a framework for efficiently evaluating companies
- Establish relationships with local incubators, venture capital firms, investment banks and other industry associations to source opportunities

## Qualifications for director, strategy & business development

- Advanced level of competency in Microsoft Office Suite, other relevant software for research and analysis
- Cumulative 12+ years of business development, pharmaceuticals, private equity, investment banking or management consulting
- Experience in the oncology space, with a special emphasis on solid tumors preferred
- Key contributor to new product planning, including global market assessment, revenue forecasting and competitive analysis
- Experienced professional with a strong understanding of the biotechnology industry and commercialization process
- Independent thinker, capable of developing solutions that are not readily apparent, possessing a flexible nature that can easily adapt or adjust to different situations and comfortable working with internal/external stakeholders