



# Example of Mgr Business Development Job Description

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Our company is growing rapidly and is looking to fill the role of mgr business development. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for mgr business development

- F135 responsibilities include development and ownership of program plans and strategies to sell and/or keep the F135 sold, supporting the stand-up of the first squadron of F-35 aircraft, and finding solutions to sustainment needs
- F100 responsibilities include overall responsibility for all engine related activities in the customer countries and customer satisfaction
- Position will also be the POC for program status, international industrial involvement, propulsion system sustainment strategies, other business initiatives and customer visits including white papers, agendas and talking points
- The Country Manager will also have responsibility for the overall customer satisfaction of Korea, Singapore and the JPO, assuring the industrial and sustainment concepts complement and support the international objectives of the JSF program
- Additional activities may include supporting the Regional Capture Manager with overall P&W military strategy development and providing support to other BD team members as required
- Thorough knowledge of emissions regulations, OEM and market trends
- Serve as the primary contact and lead for specific areas of the partnership
- Lead financial business modeling
- Create and drive strong linkage to other functional areas, business areas, and global colleagues, to ensure achievement of commercial objectives with

- Engage with external partners to further investigation and / or implementation of RDCI commercial business objectives

## Qualifications for mgr business development

- Operational or business development
- Demonstrated presentation skills both written and oral, including the ability to effectively communicate to senior
- A degree in accounting/finance or equivalent qualification
- Demonstrated networking capabilities among various communities, acquisition officials/leads in the Department of Defense and other government agencies
- A minimum of seven (7) years of related business experience
- Identify and maintain active liaison with all customers associated with the assigned DoD and International cyber and DIS opportunity space