



# Example of Principal, Development Job Description

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

Our company is searching for experienced candidates for the position of principal, 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 principal, development

- Preparing classroom or training areas, preparing course materials (i.e., make copies, collate, distribute, ) securing and setting-up training aids and equipment, , cleaning up the training area at the end of each course iteration
  - Obtaining required student attendance information no later than the first hour of each training iteration and forwarding information to the Course Manager
  - Interface with customers/prospects regarding technical matters
  - Ensure engineering documents are updated, as required
  - Contribute to the development and refinement of processes used in manufacturing the product
  - Apply initiative and imagination to new product developments and product enhancements
  - Coach and develop project team members consisting of ESD (Leads and/ or Sr Analysts) and other company resources
  - Act as member of the Enterprise Strategy Development leadership team, developing Team Members, helping set overall team direction, and representing the team's professional and fun culture
  - Help customers design an overall employee listening strategy that will fit their needs (engagement, on boarding, exit, recruiting surveys)
  - Responsible for design/development activities which may include leading, participating, or supporting Concept, planning, design and execution stages
-

- Minimum BS degree in Packaging or applicable discipline
- MS degree in Packaging is desirable
- 10+ years of post-degree business development experience in the internet, IoT, mobile, digital devices, and/or high-tech industries
- Experience negotiating complex technology and services agreements
- Willingness to 'roll up your sleeves' and create basic training the ability to think strategically and interact with senior leaders in a credible manner
- Experience identifying and executing successful large-scale partnership deals