



# Example of Principal, Development Job Description

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Our growing company is looking for a principal, development. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for principal, development

- Manage client expectations and ensure project members are sufficiently enabled to meet client expectations
- Support relationship development with large key clients as part of an account team
- Lead proposal writing and shaping of opportunities for complex/medium sized clients
- Lead in the QA/Peer review process within an area of specialization
- Managing the development of relationships, business opportunities, contract negotiations and implementation of marketing campaigns and partnerships
- Develop the partnership strategy and drive the execution
- Identify and engage third-party partners and drive opportunities
- Stay up to date on industry trends, emerging technologies and the developer landscape
- Responsible for the overall strategy development, implementation and management of multiple markets and business segments critical to company and business objectives
- Advises and makes recommendation to management on strategic direction

## Qualifications for principal, development

- Experience executing deals in high-tech industries with major brands
- Experience identifying, negotiating, and executing successful large-scale and complex partnerships
- Experience directly managing business development or partner management

- Demonstrated ability to close partnerships with non-US, companies and to engage and influence C-level executives
- Understanding of security concerns, controls, and best practices across multiple authentication and authorization technologies from Active Directory to Certificate based authentication