



Example of Retail Business Development Job Description

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

Responsibilities for retail business development

- Identifies competitors' real estate development alternatives and evaluates alternative deal structures
- Drafts legal documents that are reviewed by the Legal Dept and works with Legal to assemble required legal documents for various real estate deals
- Assists Real Estate Accounting, Property Management and Maintenance associates with existing store negotiation issues
- Provide functional and technical expertise and partner with key external vendors in order to resolve issues
- Act as a liaison between the PMO and Merchandising/Planning teams and the technical IT experts
- Develop an account plan for assigned territory accounts that will form the basis for value-driven sales growth
- Prospecting, follow up to Marketing generated warm leads and cold calling
- Conduct regular status and strategy meetings with the customer's senior management to understand their needs and link them to the organization's product/service strategies
- Match our client engagements with their business goals at all times
- Recruiting, Training and Leading the Korea retail organization

Qualifications for retail business development

- Knowledge of global and regional travel retail industry
- Significant Products & Retail operational understanding and domain expertise

- 7+ years of business experience with a minimum of 5+ years selling into the US pharmacy dispensing or capital equipment health care space
- Previous launch experience is strongly preferred
- Bachelor's Degree in business or related field from an accredited university
- Must have a demonstrated track record of building relationships and selling to high levels (SVP, President, COO, ...) of an organization