



Example of Sales & Business Development Job Description

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

Responsibilities for sales & business development

- Recommend changes in products and service by evaluating results and competitive developments
- Actively cold emailing and cold calling a broad set of executive level leads (CIOs, COO, DORs) to set up meetings and conference calls for sales team members
- Mapping org charts of client organizations and looking for new business leads within existing and prospective clients
- Conduct searches on LinkedIn, Google to identify new business leads
- Actively work with sales and operations to develop and implement Middle Game action plan, document due diligence in project brief, develop win plan, SWOT analysis, and Executive Summary, conduct Go/No Go and strategy review, identify execution team
- Plan, organize and direct all elements of End Game, analyze client request, develop response plan (Bid & Proposal budget, response team, compliance check-list, response outline, schedule), initiate Go/No Go, conduct kick-off meeting, manage and work with team to develop response sections, refine Executive Summary, conduct in-progress reviews, schedule Pricing Reviews, ensure on-time delivery of response
- Develop and maintain qualification materials including project descriptions, experience matrices/overviews, safety and quality statistics, capability statements, Specifically work with Operations to capture and develop performance proofs and client testimonials
- Develop emerging market data supply strategy

practices

- Lead quarterly business reviews for all strategic data partners

Qualifications for sales & business development

- Independent working style, thrives in a competitive environment
- Ability to work on several tasks simultaneously, including complex RFQ's and tenders
- At least 2 years experience cold calling senior executives, preferably in the finance industry
- Professional in all respects
- Available to join the program July 2016
- Ability to relocate across the U.S. in a geographic location, as assigned