



Example of Senior Director, Business Development Job Description

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Our innovative and growing company is looking to fill the role of senior director, business development. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for senior director, business development

- Collaborate and communicate effectively with external partners and across internal groups
- Oversee all aspects of Sports partnerships – sourcing, closing, and ongoing partner management
- Manages departmental financial and operational goals and objectives through subordinate supervisors and staff
- Ensure appropriate strategy/solution is proposed to customer
- Lead all client visits to the Frontage facilities
- Work with operations and management team to prepare and lead the sales presentation
- Plan and coordinate all customer sales activities
- Record all customer sales related (opportunities, Change Orders, CDA, MSA, Site Visits, Face to Face Meetings,) activities in CRM (SALESFORCE) system
- Manage drug licensing activity globally and serves as the lead negotiator with the experience and business acumen to effectively close deals
- Create the term sheets and leads negotiations for projects, interacting with senior members of the potential targets and partner organizations

Qualifications for senior director, business development

- 10 years experience in the areas of digital media, sports, technology, and/or business development

- Superior communicator (written and face-to-face)
- Master's in Business Administration or JD degree preferred
- Working knowledge of pharmaceutical distribution/sales and marketing with an emphasis on specialty drugs and related therapeutic areas
- Thorough knowledge of ABC/ABSG products, programs, and services