



Example of Senior Director, Business Development Job Description

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Our company is growing rapidly and is looking for a senior director, business development. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for senior director, business development

- Play an active role in networking at relevant industry events (BIO conferences)
- Prepare cost models in liaison with Finance Business Partner
- Bachelor's degree in Life Science or related field with proven commercial experience
- Relevant experience within a smaller Biotech or Medtech company
- Understanding of economic environment for assigned customer
- Comfortable operating at regional level and can translate plans into activity at local level
- Demonstrated ability to work creatively and effectively in a fast-paced environment coupled with attention to detail and ability to work simultaneously on multiple priorities
- Home based position
- Drive and prioritize the requirements of strategic initiatives for our Interconnection business
- Interface with cross-functional product, marketing and sales teams to create and execute on new product go-to-market plans

Qualifications for senior director, business development

- Working knowledge of account management, accountplanning and goal

- Ability to establish the annual strategic business development plans to achieve corporate objectives for products and services
- Experience developing and executing comprehensive business development plans and programs, both short and long range, to support sales and revenue objectives of organization
- Skilled researcher, analyst, and monitor of financial, technological, and demographic factors to capitalize on market opportunities and minimize effects of competitive activity
- Knowledge to develop and manage operating budget
- Experience in overseeing and business development, competitor analyses and retention monitoring processes and initiatives