



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. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for senior director, business development

- Establish metrics and internal goals to track, measure and drive success for relevant accounts
- Work with existing sales engagement framework to execute on pre-defined programs and assist marketing to create content and collateral
- Serve as a key member of the Business Development team in helping to refine and deliver the strategic initiatives for a defined set of industry leaders
- Define solution bundles and reference architectures that showcase specific use cases or partner integrations to enable the field
- Identify, negotiate and track project schedules, dependencies and milestones
- Communicate effectively to ensure appropriate level of awareness across the organization
- Analyzes potential opportunities and develops sales strategies for each customer account
- Establishes brand recognition
- Works across business units and coordinates with Account Sales Lead and Advisory Services Account Leads to identify sales team and prepares and leads the EDD sales presentation
- Preparation, implementation and monitoring of Business Strategy and Annual Plans

Qualifications for senior director, business development

- Experience developing teams
- Proven ability in establishing and fostering partnerships and networks with healthcare community leaders to include professional organizations, trade shows and academic programs
- In-depth technical and business knowledge of medical devices, pharmaceuticals and/or biotech
- Synthesis & prioritization of complex information
- Transaction process acumen