



Example of Senior Director, Business Development Job Description

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Our company is looking for a senior director, business development. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for senior director, business development

- Head the MSS LAC Analytics team, responsible to provide analytical capabilities to support business strategy
- Lead efforts of New Business Development for MSS LAC
- Identification of best practices and synergies across the region
- Propose strategic themes and issues to be discussed by the Leadership team, and provision information to enable discussion and decision-making
- Monitor and thoroughly analyze global compliance rules and governmental actions that affect the financial services industry
- Guide and represent Hitachi in governmental regulatory and industry bodies to further our brand and influence these bodies in Hitachi's interest
- Advise Hitachi teams on business opportunities and approaches, attend Client meetings with cross Hitachi company team members
- Lead Phyn's Big Data Analytics strategy including industry positioning, product roadmap, pricing strategies, third party partnerships, and other grow opportunities that leverage the unique data sets and engineering capabilities that we have
- Lead external efforts to evangelize and raise the awareness and value of our brand, expertise and best-in-class solutions around water leak detection in the near term while building strong business partnerships with B2B customers, integrations into complimentary third party IoT solutions, investigating and suggesting other opportunities
- Market and articulate Phyn's technology, corporate vision and product strategy to different audiences

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- 15+ years of experience in business development, strategy, or VC/PE firm within the medical device industry
 - Ability to leverage or cultivate network
 - Define and develop the strategy for new platform development while executing along a variety of SDLC methods, with emphasis on moving the organization towards an Agile methodology
 - Provide leadership and oversight for the strategic direction, lifecycle planning and alignment with the capabilities roadmap for all aspects of data management
 - Understand, consult and translate business needs into achievable, sustainable and innovative technical solutions and capability roadmaps
 - Build and lead a team transformation of 50 full time employees and up to 400 contractor resources with significant focus on reducing the reliance and dependency of external resources