



Example of Senior Director, Business Development Job Description

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Our innovative and growing company is hiring for a 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

- Build strong Brand equity, regional strategies, organization, financial processes and best-in-class people/team development
- Work with Regional team to provide support programs which are relevant and competitively superior, taking into consideration local relevance, cluster specifications and new segment opportunities
- Maximize Point-of-Sale and in-store execution
- Provide feedback to Regional team regarding programs effectiveness, regional needs in terms of new products, shades, communication formats, promotional tools and in general all aspects of marketing mix
- South East Asia (Thailand, Malaysia, Singapore) – continue to strengthen Brand performance (growth in Sales, Market Share, NOP) by optimizing strategic plans, team development and market/consumer knowledge
- VIP (Vietnam, Indonesia and Philippines) & Myanmar – enable Clinique to achieve its full potential in these fast growing emerging markets
- Communicate the significant value proposition of the company's contract lifecycle portfolio
- Owning the preparation of comprehensive evaluations of new business opportunities, partnerships, and other strategic growth initiatives
- Sales of complex information and products to biopharmaceutical and medical device companies
- Economic models

- Consult with the Business Intelligence Steering Committee and primary business stakeholders to evangelize and align the business intelligence strategy across all functions and levels within the organization
- Develop and motivate a high caliber, team-oriented engineering and operations organization that promotes excellence and rewards results
- Thinks conceptually and acts tactically to realize vision by phases
- Strategically minded, contributing to the development of a coherent and comprehensive strategic vision
- Ability to motivate and mobilize others
- Accountable for metric- based solutions and outcomes