



Example of Senior Strategic Director Job Description

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

Responsibilities for senior strategic director

- Collect and maintain comprehensive competitive data and industry intelligence
- Build relationships across groups in Product, Distribution, Actuarial, Marketing and Finance to appropriately gather and disseminate information in a timely manner
- Actively share peer company and industry intelligence with colleagues performing deeper product-level analysis in the Competitive Analysis group, staff in new product development, margin analysis and in-force management
- Serve as the primary liaison and subject matter expert for the Mobile Operator Global sales teams
- Influence and develop mutually beneficial relationships within the Mobile Operator Global community
- Manage and coordinate an accurate global forecast and pipeline report with territory/regional management
- Evaluate coverage, recommend, and recruit Mobile Operator global partners to maximize market opportunities
- Direct the training, development, and enablement of Mobile Operator global partner employees and drive alignment on company sales process and qualification methodologies
- Ensure compliance with contract terms and enforce adherence to Mobile Operator global program requirements
- Reviewing and screening potential market structure/financial technology principal strategic investments, acquisition opportunities in partnership with and on behalf of LOB Sponsors

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- Open, transparent and highly collaborative leader who builds trusted relationships across teams and geographies, and sets a personal standard of excellence
 - Undergraduate / Post Graduate Degree or equivalent experience
 - Ability to originate and close business
 - Develop and direct implementation of regional and sub-regional sourcing strategies in alignment with overall corporate sourcing strategies and lead sourcing initiatives for the regional/sub-regional offices
 - Work closely with Global Sourcing teams in developing specifications, sourcing strategies and supplier negotiation strategies for global procurements
 - Serve as the primary interface for Global Sourcing on all audit issues affecting Sourcing in applicable region and sub-region