



# Example of Strategic Development Job Description

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Our innovative and growing company is hiring for a strategic 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 strategic development

- Supporting the legal entity governance framework
- Understand relevant customer KPI's and main business drivers, relate these to Installed Base options and work with peers to commercialise the data and help drive value for our customers
- Lead and support delivery of strategic analysis and inputs on AOLE for key business operating rhythms including Blueprint Reviews
- Work across Product Line peers and Functional decision makers, to highlight opportunities that could cost-effectively enhance customer asset performance
- Develop and maintain Multi-Generational Product Plans that are aligned to an overall market backed strategy
- Develop strong partners to develop and execute opportunities across different operating basins in a consistent manner and participate on inorganic (M&A) investment strategies and other external partnership development
- Drive product launches the Sales pro-forma associated with each new product, including pricing / value sell guidance, driving clarity on expectation and opportunity
- Drive understanding and compliance with all relevant industry standards, understand resulting CTQ's and relate them to the product portfolio development
- Work closely with Marketing and Region teams to understand all competitor and competitive strategies the likely responses from our own product

- Visibly participate in and take leadership opportunities as part of relevant industry groups

## **Qualifications for strategic development**

- Effective people management and project team leadership
- The ability to effectively manage others through influence with direct authority
- Ability to think, plan and sell strategically
- Possess a consultative, customer centric selling philosophy
- Market awareness in healthcare
- Self-starter who requires minimal degree of direct management