



# Example of Technical Business Development Job Description

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Our company is looking to fill the role of technical business 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 technical business development

- Actively engage in all strategic customer activities (specific to Food Protection and Fermentation Technology)
- Remain connected to academic, research, conferences, and learning opportunities to increase knowledge
- Participate in customer seminars, exhibitions, presentations and other customer events, HPS User Group and distributors business meetings
- Leverage communication tools (such as Skype, voice mail, e-mail, web applications, ) to improve productivity
- Working across AWS teams and within your PMO staff, you will develop, implement and maintain sound program management practices to inform internal and external stakeholders, identify, track and manage high level schedule dependencies, identify, track, and manage risk, and ensure the PMO continues its legacy of exemplary program performance
- You will be responsible for identifying technology integrations with established and prospective technology partners, to enhance prevention of cyber breaches for our customers, improve the customer user experience, and drive revenues
- You will work with technical teams on potential use cases and technical integrations using the PAN-OS and Panorama XML API, the WildFire and AutoFocus RESTful APIs, and pan-python, pandevice and other integration packages

integrations with our platform

- Work closely with the Manager of Technology Partner Program to review and confirm that the technology integration delivers on the use cases presented in the Solution Brief, and provide feedback to the partner on changes required to address deficiencies
- Work closely with partners as their primary point of contact on technical matters, including feedback and resolution of development and support issues

### **Qualifications for technical business development**

- Strong verbal and written communications skills are a must, leadership skills
- 15+ years managing information technology programs for members of the U.S. Defense and/or Intelligence communities
- Possess a Master's Degree in Business Administration or Information Technology Management, or Similar Relevant Field of Study
- Have managed three or more technical programs with contract values in excess of \$100M each and overlapping performance schedules
- Demonstrable history of successfully managing and growing large (in excess of \$100M YoY) value Government programs
- Demonstrable knowledge of Defense community procurement and contracting processes