



Example of Technical Business Development Job Description

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Our company is growing rapidly and is hiring for a technical business development. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for technical business development

- Develop mid/long term market model using historical sales trend and identify factors influencing general market direction
- Business case analysis, running financial scenarios
- Project management, developing schedules, conducting schedule reviews, risk management
- Identifying competitive threats to future technology
- Producing documentation for reports, status updates and analysis
- Participate in DDI and subsequent M&O teams in support of state agencies
- Provides support for advanced sales and support teams by developing a thorough understanding of application solutions and facilitating demonstrations of for clients
- Ensures that solutions are documented adhere to requirements, meet customer expectations and add value
- Directs the business area analysis associated with applications and systems support and development, providing expert information systems knowledge to clients in order to solve complex business issues in support of strategic goals
- Lead educational/technical presentations and webinars

Qualifications for technical business development

- 3 years or more of technical experience in virtual desktop infrastructure and end-user computing (e.g., product management, business development, technical marketing)
- Considerable experience within the geophysics field of geophysical surveys, project management and assurance
- Proven marketing and business development background
- Specialist knowledge and experience in shallow geophysical techniques, including GPR, electrical resistivity imaging, seismic refraction and MASW, microgravity, electromagnetic conductivity and magnetometry
- Full technical capability for developing, organising, executing and coordinating projects and protect team members