



Example of Technical Business Development Job Description

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Our growing company is searching for experienced candidates for the position 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

- Proactively address and respond to O.D
- Carry out organizational assessments and make recommendations for development tools, methods, and approach
- Consult with management and other leadership to identify development for staff, succession planning tools, and establish development plans for high potential employees
- Create effective strategic planning methods for workforce development
- Effectively manage long consultative selling cycles for capital equipment fulfilling shorter term customer requirements
- Develop the business opportunity for short term graphic applications with Pagewide XL products
- Define critical drivers, workflow, sales tools and dynamics to penetrate this market
- Analyze key performance drivers
- Identify opportunities (market niches, customizations) and implement growth plans
- Promote Global Metallurgical Service offerings to the Global Mining and Exploration market through such processes as client meetings, conferences and seminars, trade shows and publications, onsite client meetings

Qualifications for technical business development

- Bachelor's degree in Mechanical Engineering or related field, or equivalent industry work experience
- Minimum of 5 years experience with 3D CAD and related product development applications
- Experience with IoT product development
- Experienced in the use of CRM tools and sales methodologies such as Miller Heiman, Customer Centric Selling, Target Account Selling
- Possess a Master's Degree in Information Technology Management, or similar relevant field of study
- Have managed at least one successful hardware or software defined IT infrastructure program under contract within the U.S. Defense or U.S. National Security sector with an annual revenue value in excess of \$100M in the past five years