



# Example of Technical Business Development Job Description

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Our company is looking to fill the role of technical business development. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for technical business development

- Provide direction and technical expertise in program design
- Provide support to the Global Minerals group as required
- Work closely with local sales and marketing teams to coordinate technical presentations, 'Lunch & Learn", and other marketing material
- Acts with professionalism at all times when representing the business to clients, peers and employees
- Initiate new business contacts and sales opportunities
- Follow all Health, Safety and Environment policies and regulations at all times
- Leads, manages, develops and motivates a team of professionals in line with Firmenich core values and competencies
- Leads and follows through key projects at clients personally
- Promotes collaborative team work with Sales, Purchasing, Marketing, Development, Application and Supply Chain
- Develops and implements the savory creation strategy while providing full range of technologies (top notes, Cre8,CB, Encapsulations) bringing technical value and differentiation in the market place, to sustain our profitable growth objectives by anticipating market requirements and gaps, translating them into product/service solutions

## Qualifications for technical business development

- Possess a current Program Management Professional (PMP) certification from

- Experience selling and demonstrating security technologies and systems in networking, cloud, mobility, security analytics and enterprise security categories
- Experience installing and troubleshooting network, cloud, and endpoint security products and services
- Experience with threat intelligence services, automation and orchestration, security operations and incident response desirable
- Experience with systems installation, configuration and administration of routers/switches, UNIX/Linux and Windows-based systems (prior Active Directory/LDAP experience desirable)
- Strong written and verbal communication and presentation skills, for internal and external audiences