



# Example of Technical Business Development Job Description

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Our company is looking for a technical business development. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for technical business development

- Develops and implements "State-of-the-Art" savory range, (controlling raw materials, creation, innovation and application), cost effective competency improvement, differentiation through brands Modulasense
- Builds strategic partnership with R&D resp
- Tailors and deploys the Category strategies for Savory Region Europe by focusing on our clients, our core categories and our core brands
- Ensures right value proposition is put behind defined opportunities through effective project management and vitality, in line with Operational Rules, Client Segmentation and Category Focus across all functions of the team and in collaboration with the markets - Nurtures productive customer relationships at senior technical levels
- Ensures delivery on major initiatives from a Flavorist view point (raw materials, resource management, deadlines) and guides and coaches this community
- Drives efficiency, consistency and best practice in flavor creation (GCP, GFCP, legislation and safety rules followed, and adherence to Creation of Flavor Corporate Document which outlines the creation process, raw material storage...)
- Ensures zone re-formulations projects (legislation, raw material, and supply chain related) and efficiency programs (preferred matrices, technical ppm needs...) are supported by assigning appropriate resources and maintaining a strong link with Global creation team and the business
- Fosters collaborative approach with R&D resp

place

- Shares best practices within the various labs/affiliates

## **Qualifications for technical business development**

- Experience working with channel partners, services providers, system integrators and understanding of a channel centric go to market approach desirable
- Experience with cloud applications and environments, , AWS, Azure, ServiceNow desirable
- Experience developing with python, JavaScript, shell scripts and RESTful APIs desirable
- Focus on establishing the direct and indirect selling strategy for the alliance including reseller business and partners
- Direct and control the activities of a broad functional area through several department managers within the company including Channel Sales, Sales Business Development and Area Partner Management
- Work directly with sales managers to help them sell to major customers by meeting with prospects directly, participating in contract negotiations, or leveraging other resources within the organization to support the sale's effort