

Business Development Director Job Description

Duties and Responsibilities:

- Oversee the planning and implementation of business plans for the penetration of new markets
- Manage the sales and marketing functions of a business to maximize returns and expand a business brand
- Direct all customer relationship activities to ensure delivery of high quality service
- Collaborate with company top executives to set business objectives and development goals
- Set up meetings with customers to deliver sales pitches and conduct sales of company products and services
- Conduct market research to identify developments/changes in industry trends in order to make necessary adjustments
- Establish strategic partnership with other companies to leverage on their network
- Oversee the interviewing, recruitment, and training of business development personnel
- Review current approach to business development and make changes where necessary
- Assign sales quota and target to business development team and sales/marketing units
- Offer incentives to high-performing staff to encourage sales performance in an organization
- Ensure business processes and standards are in accordance with regulations and policies set by appropriate authorities
- Conduct negotiations to determine contract terms and ensure profitable deals
- Set and enforce customer service standards to ensure clients are satisfied with received products/services
- Ensure departmental goals are in line with company growth strategy.

By jobdescriptionandresumeexamples.com. Learn more about the [business development director job](#).

Business Development Director Requirements – Skills, Knowledge, and Abilities

- **Education and Training:** To become a business development director, you require at least a Bachelor's degree and about 5-7 years of experience as a business development manager. Most employers prefer candidates with a Master's degree in business administration
- **Marketing Skill:** Business development directors develop and implement action plans for increased product awareness and sales
- **Analytical Skill:** They conduct research to identify and adjust to developments/trends in a target market
- **Leadership Quality:** They are able to direct and coordinate the operations of a business development unit to achieve set objectives.