

VP of Business Development Job Description template

VP of Business Development Job Description Template/Brief

As a VP of Business Development, you will have a passion for developing and managing business opportunities, as well as the ability to quickly learn about new products, features, and services. You will work with internal teams to identify new business opportunities and then develop and execute strategies to capitalize on those opportunities. In this role, you will also be responsible for building relationships with customers, partners, and prospects.

VP of Business Development Job Profile

The Vice President of Business Development will be responsible for expanding the company's client base and identifying new business opportunities. They will work closely with the sales and marketing teams to develop strategies to increase market share and grow revenue. The VP of Business Development will also be responsible for developing relationships with key clients and industry partners.

Reports To

- CEO

VP of Business Development Responsibilities

- Generating new business opportunities through market research and analysis
- Developing sales and marketing strategies to increase market share and grow revenue
- Building and maintaining relationships with key clients and industry partners
- Negotiating and closing business deals
- Identifying new business trends and opportunities
- Overseeing sales and marketing teams

VP of Business Development Requirements & Skills

- Bachelors degree in business, marketing, or related field
- 8+ years of experience in sales, marketing, or business development
- Proven track record of success in business development
- Strong communication and negotiation skills
- Excellent analytical and problem-solving skills
- Ability to work independently and take initiative