



## Landing Your Dream Job in Business Development

Many who graduate college with their business degrees hope to go into some realm of business development with the ultimate goal of becoming a director or manager. Each company has its own expectations and demands for these coveted positions. Generally speaking, experience in consulting, management and even marketing are certainly advantageous and can give a candidate the edge that results in landing the job he's based his education on.

Responsibilities for business development directors include managing those within a department, ensuring company compliance methods are in place and providing insight to company officers regarding budgets, finances and other business strategies. These careers are as varied as the companies themselves; therefore, it can be difficult to provide an all-inclusive job description. Leadership qualities, the ability to work under stress and within deadlines, and a strong sense of ethics are the foundations companies look for when selecting their company leaders. Creativity, strong analytical skills, ability to effectively supervise those who report to them, an assertive attitude and excellent verbal and written skills are also pluses.

Other skills that are sometimes found in the [job descriptions](#) are effective public speaking, contract negotiations and overseeing seminars, conferences and workshops. In a teaching capacity, business development personnel must provide guidance, effectively manage both people and projects with a mind for time management time so that the ever-present deadlines are met.

Some of the most well-known business development strategies and leaders include the Planet Wealth Empire headed by Andrew Dimitri. His recent surge in popularity due to his e-books and seminars on money management has earned him millions of devoted fans around the world. He credits his background in business development as one of the primary reasons for his success. Another example many are familiar with includes the Donald Trump Empire. By remaining hands-

on and an active participant in his empire, Donald Trump might be the most famous business development manager of our time, and the most savvy. These two examples are indicative of the personality that does well in this capacity. Assertiveness and even aggressiveness are traits that bode well in this field. By remaining on the forefront of their companies, they've ensured their strategies not only remain in tact, but are successful and respected. Incorporating these same financial and business practices, business managers can make solid contributions to their companies and play a role in those company's contributions to the corporate world.

Educational requirements sometimes include Masters in Business Administration, Communications and/or Economics. Usually extensive experience is required as well and it's rare that recent graduates are chosen to fill these [job vacancies](#). Needless to say, these are [jobs that pay 100k](#) or more on an annual basis, this is why such methodical methods are used when selecting candidates. Because of the extensive [job descriptions](#), business development directors are often provided with one or more administrative assistants to provide secretarial support and manage the details.

If all of this sounds good, consider the starting salaries for recent college graduates. As with many fields, the numbers vary, but those graduating at the top of their classes and with a few years experience can look forward to annual salaries close to \$80,000 or more. These numbers increase with experience and education and many directors retire from the same job titles they began their careers in.

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