

M&P OCCUPATIONAL GUIDELINE

JOB FAMILY: BUSINESS DEVELOPMENT Level D, Pay Grade 12

LEVEL DEFINITION	This level covers positions that provide leadership and planning to develop new initiatives and programs.
TYPICAL RESPONSIBILITIES	May include: planning and implementing business opportunities; developing, writing and implementing proposals for new business centers; initiating, developing, managing, modifying and maintaining programs that support the mission of the operation; establishing and maintaining effective communication with potential business partners; developing methods to establish and facilitate joint ventures.
DECISION MAKING /LEVEL OF ACCOUNTABILITY	Recommendations and decision affect the economic development and effectiveness of the operation, and contribute to the ultimate success of the operation.
SUPERVISION RECEIVED	Works under senior administrative and policy direction, within broad objectives relating to strategic direction.
SUPERVISION EXERCISED	Manages management and support staff.
MINIMUM QUALIFICATIONS	Undergraduate degree in a relevant discipline. Minimum of eight years of experience in communications and planning, or the equivalent combination of education and experience.