

M&P OCCUPATIONAL GUIDELINE

JOB FAMILY: BUSINESS DEVELOPMENT Level E, Pay Grade 13

LEVEL DEFINITION	This level covers positions that provide strategic leadership and direction to enhance and develop academic and service related business opportunities.
TYPICAL RESPONSIBILITIES	May include: assessing strengths and weaknesses of existing operation and formulating strategies to exploit opportunities; planning and implementing new academic and community related programs and initiatives; providing leadership in the development of proposals, initiatives, projects ad programs; ensuring programs meet nationally and internationally recognized service standards; developing new or expanded partnerships/relationships with local, national and/or international operations that present business opportunities for business cohesion.
DECISION MAKING /LEVEL OF ACCOUNTABILITY	Decisions affect the economic stability and reputation of the operation.
SUPERVISION RECEIVED	Works under senior administrative and policy direction, within, broad objectives.
SUPERVISION EXERCISED	Manages activities through subordinate managers, professional and support staff.
MINIMUM QUALIFICATIONS	Undergraduate degree in a relevant discipline. Minimum of nine years of related experience in a senior management position, or the equivalent combination of education and experience.