BioCareer Pathway for **Business Development Manager**

**Recent Graduates**
- Degree in business or marketing
- Degree in science-related field such as chemistry, biochemistry, engineering, agriculture, health, medicine, nursing, pharmacy, or nutrition

**Entry-level**
Sales Representative, Account Coordinator

**3-5 Years**
Business Development Representative

**5-7 Years**
Business Development Manager

**7 Years+**
Director of Business Management (usually requires graduate degree in business or communications)

**Job Functions**
(You may be responsible for more than one)
- New Business Strategy
- Lead Generation
- Managing Key Customer and Partner Relationships
- Sales Performance Monitoring

**Career Change**
Sales, marketing, or research and development, with a scientific background

Actual job titles may vary slightly between organizations. The BioCareer Pathways are meant as a guide for potential career paths. They have been developed through secondary research.

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