



TheTaxhaven, 2015

Business Development Officer

Median Yearly Income (2010): \$59,981

This unit group is for all business development officers, marketing researchers and consultants: These occupations conduct research, develop policies, and manage programs designed to stimulate business activity or investments.

WHAT YOU DO

Business development officers are responsible for developing and generating new business opportunities by conducting research, formulating policies and managing programs to stimulate industrial and commercial business investments, or to promote commercial or industrial products and services.

In the oceans technology sector, business development officers may work with government, industry or individual companies to research and promote the oceans technology industry locally, nationally and internationally.



Ocean Tracking Network, 2015

WHAT YOU NEED

- ❖ Excellent organizational skills are essential;
- ❖ Able to be resourceful;
- ❖ Able to co-operate with others in a team setting;
- ❖ Excellent communication skills, both orally and in writing;
- ❖ A keen interest in conducting research and formulating policies; and
- ❖ Advanced computer and technical skills for data manipulation and statistical analysis may be required in some positions.

Business development officers perform some or all of the following duties:

- ❖ Develop policies and administer programs to promote industrial and commercial business investment in urban and rural areas;
- ❖ Conduct social or economic surveys on local, regional or national areas to assess development potential and future trends; and
- ❖ Assess business opportunities and develop strategies to attract venture capital.

Business Development Officer



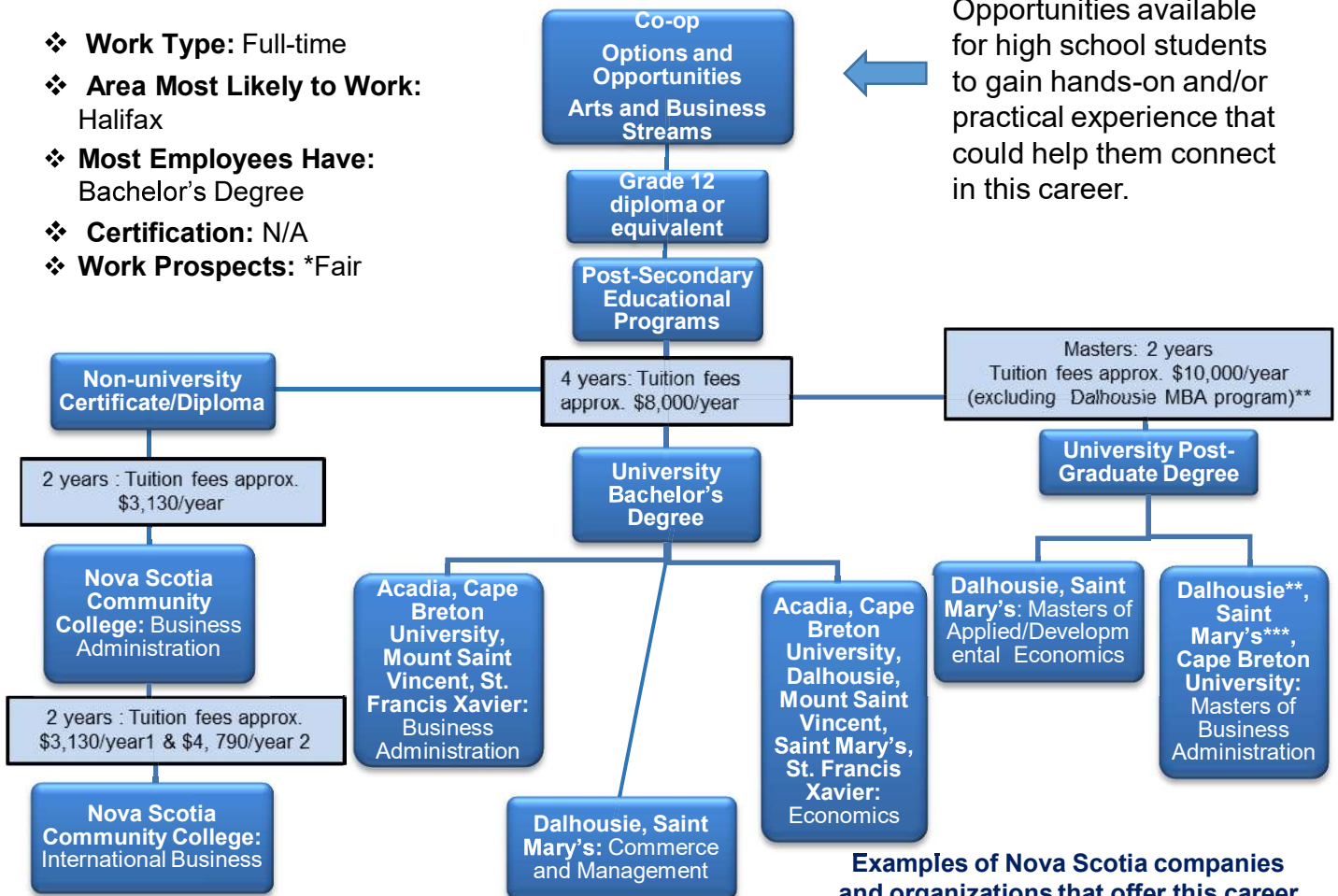
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CAREER PATHWAY

OVERVIEW

- ❖ **Work Type:** Full-time
- ❖ **Area Most Likely to Work:** Halifax
- ❖ **Most Employees Have:** Bachelor's Degree
- ❖ **Certification:** N/A
- ❖ **Work Prospects:** *Fair

Opportunities available for high school students to gain hands-on and/or practical experience that could help them connect in this career.



Examples of Nova Scotia companies and organizations that offer this career

- Lockheed Martin Canada Inc.
- L-3 Communications Electronics Systems
- MetOcean Data Systems Ltd.

References and Resource Links

- *The employment outlook over the next few years for this occupational group is "fair", which indicates the chances of a qualified individual finding work is around average
- ** Dalhousie University's Masters of Business Administration is a Corporate Residency 2 year program (Tuition fees approx. \$23,000/year)
- *** Saint Mary's Sobey School of Business offers a PhD in Business Administration (4 year program)
- Careers Nova Scotia (<http://careers.novascotia.ca/>)
- Create your career plan (careeringear.nsc.ca)
- 4163 national occupation classification (<http://www30.rhcc.gc.ca/CNP/English/NOC/2006/QuickSearch.aspx?val65=4163>)