Business Development Manager Role

Fit First Technologies Careers
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Introduction

What is the Ideal Candidate Report?
This report is a description of the behavioral traits and attributes of the ‘ideal’ employee in the Business Development Manager role, based on studies of top performers in similar roles, as well as the additional input you provided if you completed the Position Analysis Survey.

Extraversion: Focused

Agreeableness: Independent Thinker

Conscientiousness: Fluid

Stability: Instinctive

Openness: Conventional

Work Ethic: Externally motivated

Integrity: Varied
Core Behavioral Traits That Are Most Critical for Success in This Role:

What Is This?
This section outlines the traits and characteristics that are most critical to success in the Business Development Manager role.

EXTRAVERSION
Degree to which one requires social interaction and authority.

**Focused:**
You do your best work when you can work with minimal interruptions from others.

**Conductor:**
Others are drawn to you, and you are adept at asserting yourself and directing social situations.

Ideal Candidate:
This position calls for people that display this trait like most people. The ideal candidate prefers to work in a group setting in which they have the opportunity to interact with others, but is able to work alone with limited contact for short periods of time.

AGREEABLENESS
Tendency to be friendly, approachable, and easy to get along with.

**Independent Thinker:**
You tend to take a self-directed approach in your work.

**Diplomat:**
You prefer to avoid conflicts and believe group consensus is the best way to achieve collective goals.

Ideal Candidate:
This position calls for people that display this trait like most people. The ideal candidate usually cooperates with others in order to ensure group harmony as long as their goals do not drastically differ from those of the group.
CONSCIENTIOUSNESS

Tendency to strive for perfection, sometimes at all costs.

**Fluid:**
You are most comfortable when you have room to adapt to a situation.

**Exacting:**
You prefer to approach a job with a comprehensive plan based on accuracy and analysis of all relevant information.

**Ideal Range for This Job**

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**Ideal Candidate:**
This position calls for people that display this trait like most people. The ideal candidate prefers to be precise in their actions, but can take the big picture into account when necessary.

STABILITY

Degree to which one reacts positively to negative or stressful situations.

**Instinctive:**
You follow your instincts in stressful situations.

**Cool-headed:**
You keep a cool head under stress and use logic to find a solution.

**Ideal Range for This Job**

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**Ideal Candidate:**
This position calls for people that display this trait more prominently than most people. The ideal candidate is usually objective in their decision-making and actions, even in trying circumstances.

OPENNESS

Willingness to try new ways of doing things.

**Conventional:**
You prefer to use a tried and true method to complete a task.

**Curious:**
You enjoy trying innovative new methods to accomplish your work.

**Ideal Range for This Job**

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**Ideal Candidate:**
This position calls for people that display this trait less prominently than most people. The ideal candidate favors traditional methods and familiarity, but will adapt to new methods when required.
WORK ETHIC

Willingness to work for the intrinsic benefit of work and its ability to enhance character.

Externally motivated:
You keep your eyes on the goal during a task, and are driven to reach your objective.

Internally Motivated:
You take great pride and satisfaction in completing a job well, and will often take the initiative on tasks.

Ideal Candidate:
This position calls for people that display this trait like most people. The ideal candidate gains their drive from the need to be successful, however, they appreciate the external awards that come along with it.

INTEGRITY

Tendency to behave in an uncompromising and consistently honest, moral, and ethical manner.

Varied:
You prefer to deal with situations in a realistic and practical manner.

Principled:
You are open and honest in your methods, and believe in avoiding conflicts of interest at all costs.

Ideal Candidate:
This position calls for people that display this trait like most people. The ideal candidate prides themselves in telling the truth, but sometimes withholds information if it won’t harm anyone.