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# Certified Business Development Professional Training

15 – 19 March 2027
Barcelona (Spain)



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**Ref:** 322637_207132 **Date:** 15 – 19 March 2027 **Location:** Barcelona (Spain) **Fees:** 5200 GBP

## Why This Course

Business development is at the heart of sustainable growth. It connects strategy, market insight, client acquisition, partnerships, sales opportunities, and long-term relationship management. In competitive markets, organizations need professionals who can identify opportunities, understand customer needs, build strong networks, and convert strategic ideas into measurable business results.

Successful business development requires more than selling. It involves analyzing markets, understanding competitors, developing growth strategies, creating value propositions, managing relationships, negotiating effectively, and building partnerships that open new paths for expansion.

This intensive 1-week Certified Business Development Professional course equips participants with the essential skills needed to drive organizational growth and business success. Through interactive sessions, case studies, practical exercises, proposal development, and action planning, participants will learn how to build growth strategies, attract clients, strengthen relationships, and create business development plans that deliver real impact.

## What You'll Learn and Practice

By joining this program, you will:

- Understand the core concepts and role of business development.
- Develop comprehensive business growth strategies.
- Apply strategic planning tools to identify growth opportunities.
- Conduct market research and competitor analysis.
- Use SWOT and PESTLE analysis to support strategic decisions.
- Identify market trends, customer segments, and target opportunities.
- Apply lead generation techniques to build a stronger pipeline.
- Strengthen client acquisition, retention, and relationship management skills.
- Build professional networks that support business growth.
- Create compelling value propositions and business proposals.
- Apply negotiation skills in business development situations.
- Identify strategic partnerships and alliances.
- Measure and report business development success.



## The Program Flow

### Day 1: Foundations of Business Development

- Introduction to business development concepts.
- Understanding the business development process.
- The difference between business development, sales, marketing, and strategy.
- Strategic planning for growth.
- Identifying growth drivers and business opportunities.
- SWOT and PESTLE analysis techniques.
- Practical exercise: Developing the foundation of a business growth strategy.

### Day 2: Market Research and Analysis

- Conducting effective market research.
- Understanding customer needs, market demand, and industry dynamics.
- Competitor analysis strategies.
- Identifying market trends and emerging opportunities.
- Customer segmentation and targeting.
- Evaluating market attractiveness and business potential.
- Workshop: Creating a market and competitor analysis for a selected opportunity.

### Day 3: Client Acquisition and Relationship Management

- Lead generation techniques for business development.
- Building and managing a qualified opportunity pipeline.
- Effective networking strategies.
- Building and nurturing client relationships.
- Understanding client priorities, decision-making, and buying behavior.
- Customer retention best practices.
- Practical exercise: Creating a tailored client acquisition and retention plan.

### Day 4: Sales Strategies and Proposal Development

- Advanced sales techniques for business development.
- Creating compelling value propositions.
- Positioning solutions around client needs and business value.
- Crafting winning business proposals.
- Presenting proposals with clarity and confidence.
- Negotiation skills for business developers.
- Workshop: Developing and presenting a business proposal for a real-world scenario.



### Day 5: Strategic Partnerships and Innovation

- Identifying and forming strategic alliances.
- Evaluating partnership opportunities and mutual value.
- Innovation in business development.
- Using new models, channels, and technologies to support growth.
- Measuring and reporting business development success.
- Future trends in business development.
- Final activity: Designing a strategic partnership framework and growth action plan.

## Individual Impact

- Strengthen your confidence as a business development professional.
- Improve your ability to identify and evaluate growth opportunities.
- Build stronger market analysis, client acquisition, and relationship management skills.
- Enhance your proposal writing, negotiation, and presentation capability.
- Develop a more strategic approach to partnerships and alliances.
- Gain practical tools to support business growth immediately.

## Work Impact

- Improve the organization's ability to identify and pursue growth opportunities.
- Strengthen market positioning and competitive awareness.
- Increase the quality of leads, proposals, and client engagement.
- Improve customer retention and long-term relationship value.
- Support better partnership development and strategic alliances.
- Create a more structured, measurable, and growth-focused business development process.

## Training Methodology

This program uses a practical and business-focused approach to help participants apply business development tools directly to real opportunities. Learning methods include:

- Interactive discussions and guided facilitation.
- Business development case studies.
- SWOT, PESTLE, market, and competitor analysis exercises.
- Lead generation and client relationship workshops.
- Networking and negotiation role plays.
- Value proposition and proposal development activities.
- Strategic partnership design exercises.
- Group work, peer feedback, and practical action planning.



## Beyond the Course

Upon completion, participants will be prepared to approach business development with greater structure, confidence, and strategic focus. They will return ready to:

- Develop a comprehensive business growth strategy.
- Create a tailored client acquisition and retention plan.
- Craft compelling proposals for real business opportunities.
- Build stronger networks and client relationships.
- Design strategic partnership frameworks for their industry.
- Measure and improve business development performance over time.

