

Are you an employee of an [SIIA member company](#) and interested in joining this working group? Please contact [Jenny Hansen](#) our [SIIA Content Division Program Manager](#) about joining.

Meets: Second Thursday of the month - 1:00 pm ET

Chair: Claudio Pinto, ThomasNet

Overview:

The Business Development Working Group is a forum for SIIA members in Business Development roles to discuss and define partnerships, discuss alliance practices, and build opportunities that support purposeful revenue growth for SIIA member companies. The group meets monthly by phone to discuss programming to develop programming the support the SIIA membership.

Mission:

- Support networking amongst business development professionals
- Support best practices

Meeting Format:

Meetings are generally the second Thursday of the month - 1:00 pm ET. Each meeting is by phone (although if there is an opportunity to have a meet-up at a conference, we do so) with a goal to go through the agenda in about 45 minutes. The meetings agendas are focused on:

- Networking
- Discussing common issues of the SIIA member professionals in the group
- Coordinating upcoming programs the group is working on behalf of the membership

Meeting Calendar:

Feel free to check out the [Content Division Calendar](#) for the most up-to-date schedule of meetings. The [Content Division Calendar](#) lists all of our Working Group meetings, conferences, webinars and other events.

Programs:

Beyond networking and professional development, the Business Development Working Group drives a number of initiatives on behalf of the SIIA membership around the areas of business development.

- SIIA BizDev Connect: This is a LinkedIn Group all SIIA Members who are involved in the function of business development for their organizations or clients. This group supports deal making, best practices, education, mentoring, and sharing of information that supports the growth in revenue for SIIA member companies. [Join SIIA BizDev Connect now](#) .

For a complete list of activities and archives, please visit the Business Development program page.