

# Business Development Job Family

**JOB CODES:** To get the job code for a job, simply take the four digit "Job Code Prefix" for the level you are working with (be sure to pull the correct management vs. individual contributor prefix) and add the two letter "Job Code Suffix" to the end of those four digits. Example: Professional 3-Sales job code = 8343SL

Job Family Level		Job Code Prefix		Job Code Suffix							Individual Codes	Employee Group	FLSA	
Management	Individual Contributors	Management	Individual Contributors	Business Development Generalist	Intellectual Property & Product Management	Licensing & Account Management	Sales	Sales Operations	Strategic Alliances	Other				
				BG	IP	LA	SL	SO	SA	BD				
Director 2		9366										P & A	Exempt	
Director 1		9365										P & A	Exempt	
Manager 3	Specialist 3	9363	9763									Product Management (9763PM) Strategic Planning (9363SP & 9763SP)	P & A	Exempt
Manager 2	Specialist 2	9362	9762	Please refer to class spec for salary range data for each job.								Product Development (9762PD)	P & A	Exempt
Manager 1	Specialist 1	9361	9761									Licensing (9761LC) Market Research (9761MR) Product Development (9761PD) Strategic Planning (9361SP)	P & A	Exempt
	Professional 4		8344										CS	Exempt
	Professional 3		8343										CS	Exempt
	Professional 2		8342									Account Management (8342AM)	CS	Non Exempt
	Professional 1		8341										CS	Non Exempt