

Business Development Leadership Development Program



The Raytheon Business Development Leadership Development Program (BDLDP) is a two-year rotational program designed to bring high potential early career talent into the Business Development organization and accelerate their immediate development as BD professionals and leaders. The LDP is the strategic, early career component of an integrated talent development construct that is designed to attract, develop and retain transformational leaders. The BDLDP is structured to provide rich development opportunities through targeted experiential and applied learning.

Members of the BDLDP will rotate into two, 12-month challenging assignments intended to provide a breadth of experiences in a number of different BD functions and businesses. Assignments are designed to provide experience and develop competencies within the following BD disciplines:

Customer Engagement
Capture Management
Price-to-Win

Customer Focused Marketing
Proposal Management
BD Operations

Strategy Development
Competitive Intelligence
Government Relations

The BDLDP features the following structured development processes:

- Rotations to multiple business areas across the U.S.
- Competency based development planning
- Executive exposure and dialogue with senior BD and Business leadership
- Executive and peer mentoring
- Eight weeks of intensive applied learning
- Extensive experiential learning
- Ongoing developmental feedback from multiple sources
- Off-program placement process that aligns individual goals with business needs

Apply Online @ www.raytheon.com/campus
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