

# 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 (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