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# Example of Area Business Manager Job Description

Our growing company is searching for experienced candidates for the position of area business manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for area business manager

* This position will support the Business Management team for USAF Programs
* Support Directorate in Profit and Loss analysis
* Support Directorate in overall program cost analysis
* Must have extensive knowledge of cost tracking requirements for US Government contractors
* Sell the full spectrum of SLS portfolio incl
* Bachelors degree and 8+ years of proven experience with “solution” selling at the C-level
* The main focus of this role will be to prospect, present and close new business while
* Manage existing accounts to grow future business and maintain top-drawer customer satisfaction
* Plan, develop and present winning sales presentations
* Perform all management activities of the IBDE Team including, but not limited to, performance evaluation, recruiting, training, education, and goal setting

## Qualifications for area business manager

* Previous experience in corporate-office or other field-based roles
* Proactively identifies obstacles and responds by developing and implementing action plans to achieve challenging goals
* Uses appropriate methods and a flexible interpersonal style to help build a cohesive team
* Ability/Willingness to travel extensively (70-80%) to manage area personnel and business activities as necessary
* Proven track record of success as demonstrated by consistent high ranking (top 30%) over 3 years (+), achievement awards
* Ability to work with and meet deadlines, handle concurrent tasks/projects