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# Example of BD Manager Job Description

Our growing company is searching for experienced candidates for the position of BD manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for BD manager

* Contributes to all components of the WW marketing plans for assigned products to ensure the achievement of financial/budget expectations and product line strategies, including market sensing, market development and marketing mix
* Continuously monitor and analyze product and market trends and propose recommendations
* Keep leadership updated on business plans, any changes and status of marketplace, competitive activity
* Work closely with the business units and functional leaders to execute strategic projects and make sure the delivery on due time
* Lead yearly strategic planning cycle, and organize strategic discussion involving senior managements
* Develop growth strategy for all issues related to coping with MNCs, develop the business model for new business and guide the set-up of commercial team of the new business
* Develop and refine internal marketing intelligence system, included and not limited to product database, competitor monitoring model
* Other corporate strategy planning base on requirements, like channel strategy, corporate capability improvement, work as a key player in cross function and cross country project coordination
* As a core team member to work with both internal teams and third parties to complete potential M&A projects
* Ad hoc tasks assigned by senior managements

## Qualifications for BD manager

* Strong verbal and written communications skills effective interpersonal skills and presentation skills are required
* Must be self-motivated and directed, have strong follow up skills and pay close attention to detail
* Bachelor degree in Medical Science or Pharmacy, MBA graduate or advanced degree a plus
* 3-5 years experience from top consulting firms, previous track record in cooperation with Pharmaceutical/Medical clients
* Hands on advisory or operation experience, deep insight on healthcare industry
* Develop business development strategies