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# Example of BD Manager Job Description

Our growing company is looking for a BD manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for BD manager

* Manage and guide our partners to healthy stock level
* Own and deliver the growth plan of orders secured, revenue and profit for healthcare vertical
* Develop, own, execute and continuously review business strategy and tactical plan for healthcare vertical in Asia with heavy initial focus on Singapore and China
* Drive increase of sales pipeline for healthcare vertical by working closely with respective country sales to identify new business opportunities and manage all pipeline opportunities through adopting best practice of sales excellence
* Engage with Healthcare Authorities and Consultants through local teams to influence design specification in support of achieving our business goals
* Develop a strong eco-system through identifying, assessing, engaging and managing collaboration with strategic alliance partners
* Works closely with WW Group Marketing leader in all aspects of product management responsibilities
* Participates as a Marketing Core Team Member on cross-functional core teams including GPDS projects and programs, delivering the marketing leadership and support needed to the relevant projects
* In coordination with the WW Marketing Manager, communicates platform’s value offers to regional teams and develops global sales tools that support selling process
* Manages and implements global advertising strategy, including content development and publication coordination

## Qualifications for BD manager

* Knowledge of processes and organizational structure helpful
* Apply learning across technology domains, understand broad business and competitive issues
* Minimum 15 years of SAP Solution Selling environment
* Strong business acumen and understanding of the SAP services business
* Deep business connections with senior levels in a client organization
* Ability to build and manage a strong sales pipeline with proven sales track record with mid to large enterprises in Malaysia (cross-industry)