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# Example of BD Manager Job Description

Our company is growing rapidly and is looking for a BD manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for BD manager

* Manages demand forecasting and budgeting process with minimal oversight
* Leads global pricing function for assigned product lines
* Monitors product line for opportunities to maximize sales and profitability
* Establishes and maintains strong relationships with both internal and external stakeholders, including regional Marketing counterparts
* Develop and retain channel clients through regular visits, info- meetings and product trainings
* Take full ownership of channel sales in the region and reach sales targets
* Design and organize activities and event in to reach potential customers
* Achieve excellent customer service by delivering good after-sale service from visa process to pre-departure arrangement
* Performs weekly and monthly BD reporting coordination
* Monitors Workbench needs and expectations working with Sector and Corporate

## Qualifications for BD manager

* Ability to strategize new account penetration
* Strong ability to capture and transforming business needs to SAP technology requirements
* Manage client relationships to enable the identification of key influences at all levels of the client organization
* Minimum 5 years experience in industrial controls sales in the industries noted above, refining or Upstream O&G highly preferred
* Preferred 5+ year experience in advanced solutions sales (specifically in MES and advanced planning & scheduling) in the industries noted above
* Enough technical background to deliver presentations and handle meetings with the customers