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# Example of Business Dev Mgr Job Description

Our innovative and growing company is hiring for a business dev mgr. 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 business dev mgr

* Prepares detailed customer analysis
* Develops and executes a comprehensive territory plan aimed at identifying the top regional/industry opportunities and expanding business to new accounts
* Identifies and develops relationships with key decision makers at all levels
* Maintains an up-to-date pipeline of current and future opportunities, quantifying number of
* Opportunities, value of the opportunity and managing the probability to win within an account
* Understands the customer's business (strategically, operationally, financially)
* Co-ordinate a proactive exercise of gaining customer buy-in to updating their stoc
* Drive revenue growth pipeline and wallet share increase in the region in partnership with the RBL M&R EMEA the entire EMEA Enterprise seller community
* Work closely with field Pods and other industry sellers to land first industry solution “light house” deals and provide feedback to Corp on BOM, services and partner engagement model · Iterate and learn from deals and partner engagements to improve the solution package to the point where the solution (BOM, solution, engagement models) it is stable and well understood allowing us to scale out to other Pods and beyond
* Drive community leadership with all the ATU and Industry roles as welle as other relevant roles in the region (STU, CSU, OCP and Services)

## Qualifications for business dev mgr

* Ability to act as a managerial advisor on professional and technical issues with a view towards reaching strategic decisions
* High levels of integrity and ability to operate within dynamic company and corporate procedural frameworks and organizational structures
* Ability to understand complex mechanical, electrical and plumbing systems and to educate others
* Demonstrated ability to engage and influence municipal utility leaders
* Knowledge and experience of water utility infrastructure and utility services
* Demonstrated ability to develop, lead and execute new business start ups and launches