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# Example of Business Development Account Manager Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of business development account manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for business development account manager

* Liaise with the Service Team to ensure the growth of opportunities in quotes and orders from the Sales Team leading to additional Service Revenue
* Aide Finance and Business with pursuance of final payment should it be required
* Communicate with functional departments to ensure early warning of any issues are noted, such as and not limited to forecasting orders of magnitude or complexity that will need early planning to ensure customer’s want date is achieved (SIOP)
* Report Monthly on progress to Global Project Pursuit Leader Americas and the Global Wireless Sales Strategy Leader (This will be monthly report for wireless)
* Aid improvement of product line offerings to increase portfolio and be involved in the VOC/OVOC process
* Monitor Distributors capabilities (liaising with Portable Team member owners), providing tools for growth and assist management in the decision of capability to provide as a channel for the product line
* Approve Discount in accordance with your SEA and agree before any additional discount is elevated to the next level
* Manage and control the spending of your expenses to the budget submitted as part of the AOP
* Meeting or exceeding annual service sales financial targets
* Significant revenue growth from syndicated upsell – BAMs should be working the full Passport upsell agenda, which could deliver revenue growth of +50% (depending on client’s business and existing subscription)

## Qualifications for business development account manager

* A strong interest in and understanding of South-East Asia and of current business and economic issues
* Conversant in international business and knowledgeable of the information priorities of senior corporate executives and of the marketing priorities of their companies
* Strong written and spoken English is a must, other relevant regional languages is a plus
* Proven track record in developing and seeking out new business opportunities
* Strong pitch and proposal writing skills
* A sound knowledge of the issues and challenges facing the Media and Entertainment sector, particularly around global digital platform providers