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# Example of Business Development Account Manager Job Description

Our growing company is hiring for a 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

* Monetizing account management by charging for analyst support (extractions, presentations, claim letters et) and training, whenever possible
* Providing a distinct client-centric account management service
* Working closely with Lead Client Service Partners and Client Service Teams in a fast-paced environment
* Overseeing day-to-day account operations and supporting the Client Service Team
* Develop and foster relationships with buyers and key licensee partners
* Execute strategies and initiatives that deliver financial goals for Warner Bros
* Support Key Accounts JBP strategies within required timelines
* Manage pre-approved budget and process trade spends (advertising & promotional) to drive sales and retail programs
* Understand Warner Bros
* Drive business against an 18-24 planning calendar of activity for key account, defining retail pulse program timelines, 365 days core business & promotional timelines

## Qualifications for business development account manager

* Deep understanding of the CDC account and the CIMS contract vehicle
* Understanding of key business issues in China
* Understanding of strategic business objectives of MNCs operating in the region (both indigenous and international)
* A sense for business trends in the region
* Good understanding of macroeconomic data, politics and business intelligence data
* MS Office, Salesforce.com