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# Example of Business Services Manager Job Description

Our company is looking to fill the role of business services 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 services manager

* Be driven to achieve and exceed targets and deadlines
* Be confident delivering presentations to clients both on the phone and face to face, confidently and articulately
* Have a natural apt to identify and pursue new business opportunities
* Show tenacity, be motivated by your success and give a second to none service to our clients
* Split time between the New Jersey and New York offices
* Develop and deliver compelling business case presentations and financial models aimed at identifying, accelerating, justifying, and/or expanding sales opportunities
* Work closely with prospective and existing customers, alongside sales and other functions, to identify, prioritize and quantify key business drivers and metrics, and help customers understand how our solutions will help them achieve their strategic and financial goals
* Assist in the development and delivery of custom proposals and deal structures
* Facilitate internal and external discovery to map out customers' "as is" and "to be" business processes across a wide range of companies and industries with the goal of identifying and prioritizing key business value drivers
* Provide thought leadership, training, and consultative partnering with sales and other teams throughout and beyond the sales cycle

## Qualifications for business services manager

* Availability and willingness to work long and/or weekend hours during peak business period, during evening hours as events may require, and from home during university-designated inclement weather and/or closure
* At least five or more years (10+ years preferred) of proven experience with complex enterprise solutions and services
* Capability to think strategically and interact with different levels of customers
* Self-motivated, creative, and team oriented
* Ability to develop productive relationships with customers, colleagues, and management
* Bachelor’s or higher in computer science, engineering, GIS, or other relevant field