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# Example of Deal Manager Job Description

Our growing company is searching for experienced candidates for the position of deal manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for deal manager

* Evaluate technology options, their cost, functionality, operational cost, TCO analysis
* Participate in knowledge transfer, information and documentation sharing
* Keep technical competences up to date, with focus on new technologies and their impact to business outcomes, and share the information to support customer competence development
* Participate and contribute to the evaluation and selection of software and hardware products to the development of standard solutions
* Collaborate with account managers to develop business cases to effectively evaluate contract options for new and existing Commercial, Medicare and Medicaid customers
* Collaborate with Legal and account managers on the development of offers, agreements and amendments
* Ensure contract terms are properly loaded in Revitas, and updated as necessary
* Maintain electronic and hard copy archives
* Develop strong working relationships with, and foster communication between, multiple departments
* Maintain proficiency in modeling tools in use

## Qualifications for deal manager

* Strong commercial acumen with the ability to understand and influence both deals and sales leadership
* Ability to drive results, manage multiple, multifaceted projects simultaneously and under tight deadlines
* Takes the initiative, owns outcomes and is comfortable with taking the lead when required
* 4+ years in sales or other deal building capacity
* Time management, including ability to organize and prioritize work to meet needs of organization
* Ability to collect business requirements and translate them into a thorough deal summary