Downloaded from <https://www.velvetjobs.com/job-descriptions/manager-applications>

# Example of Manager, Applications Job Description

Our company is growing rapidly and is looking to fill the role of manager, applications. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for manager, applications

* Assist the international sales organization in advanced applications sales support
* Work with existing customers on after sale support for challenging applications
* Inform and drive business development and sales of unique/advanced solutions that may result in new customer acquisition and revenue generation
* Responsible for Project Management including installation coordination for projects within a specified geographical area
* Managing the daily operations of the Instron Demonstration Laboratory, including scheduling of customer and field applications test requests and customer demonstrations
* Collaborate with cross-functional teams including architects, business analysts, operations, to ensure process alignment
* Ensure adherence to Global Project Management Office’s Project Life Cycle and delivery methodologies, guidelines and policies through oversight and reporting
* Manage the Project Management Office process and tool development, training and rollout
* Work closely with internal and external business partners to understand priorities and influence the product roadmap
* Build a high performance team of technical professionals, business analysts and project managers

## Qualifications for manager, applications

* Should demonstrate line experience in preparation and control of budgets, personnel administration, contractor management and direction of others
* Experience managing and coaching a team of resources (5-10 people)
* Experience managing a portfolio of projects simultaneously
* Holds a college degree in marketing, business or related technical field
* SQL Server, Cognos, and ETL technologies
* Solid understanding of Finance and Accounting business processes and process improvement