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# Example of Manager, Corporate Development Job Description

Our innovative and growing company is hiring for a manager, corporate development. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for manager, corporate development

* Gather, analyze and report data across divisions, brands, regions or product categories
* Establish processes and metrics to evaluate business performance and stated objectives
* Coordinate and implement new business opportunity due diligence with business divisions and functional groups
* Develop relationship with vendors and mgmt
* Develop financial models and perform analyses to assess potential acquisition, joint venture and other business development opportunities (i.e., discounted cash flow, internal rate of return and accretion/dilution)
* Prepare ad-hoc analyses and presentations to help facilitate various discussions
* Coordinate deal activities among internal cross-functional teams and external parties
* Coordinate due diligence and closing-related activities
* Prepare board and senior management presentations
* It is essential that the individual selected for this position be able to quickly establish rapport, credibility, trust, and respect throughout the organization at all levels, and be viewed as a team player with exceptional communication, analytical, and leadership skills

## Qualifications for manager, corporate development

* Ability to review market opportunities and the Company's competitiveness in those sectors
* Ability to effectively implement value added services for financial advisers
* Proven ability to meet sales targets
* RG146 or industry based qualifications
* Relevant tertiary education or ASFA qualifications
* 6+ years experience in a senior level sales position targeting Corporate accounts