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# Example of Manager, Corporate Development Job Description

Our company is growing rapidly and is looking to fill the role of manager, corporate development. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for manager, corporate development

* Ongoing client relationship building
* Re-pricing, Re-tendering
* Achieve predetermined targets
* Prepared to travel to complete national opportunities if required
* Plans, assigns and directs the activities of professional and technical personnel involved in the design, development and systems analysis functions required to create new computer applications programs or install and implement software purchased from outside vendors
* Ensures the development team is able to work as efficiently as possible by making sure they have clear goals, both short term and long term, and that nothing prevents them from doing their work
* Reviews and analyzes existing applications programs and programs in development to ensure efficiency and effectiveness of those programs
* Reviews, coordinates, and prioritizes customer requests with the assistance of other managers for program changes to ensure the highest level of service to the customer
* Manage team in the identification of business requirements, functional design, process design (including scenario design, flow mapping), prototyping, testing, training, defining support procedures
* Retain development team members that contribute to business results, recommends the hiring, termination, and promotion of staff

## Qualifications for manager, corporate development

* Knowledge of Microsoft Office (Outlook, Excel, Word, PowerPoint) and database applications
* 10-15+ years of experience in commercial or corporate real estate with familiarity of construction practices managing internal and external teams
* Energetic and extremely flexible
* Business Understanding - Specific understanding of the broadcasting and professional audio-visual Latin American markets, and the requirements to promote and commercialize professional solutions and services
* Ability to work in a home office in the Mid-Atlantic Region
* Minimum of 2-two year’s business experience required, preferably in investment banking or corporate finance