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# Example of Senior Business Manager Job Description

Our company is looking to fill the role of senior business manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for senior business manager

* Establish, negotiate and implement new sales orcommerce channels
* Negotiate new vendor agreements in tandem withlegal that support both the digital group and the larger organization
* Identifyand create business case and strategies for new digital business opportunities,including financial models and management presentations
* Act asa thought leader and adviser to senior management
* Analyze business model metrics and trends to evaluate success of Subscription models
* Effectively communicate with stakeholders to ensure satisfaction
* Support strategic planning and business development initiatives
* Drive consistency and alignment throughout all the internal and external operational teams, leveraging best practices from each respective area understanding industry best practice
* Report and provide insight on agent performance with daily, weekly and monthly cadence
* Works with managers in the field to resolve operational issues

## Qualifications for senior business manager

* BA/BS degree in statistics, business or similar discipline
* 5+ years’ experience in applicable discipline including customer service
* Working knowledge of financial systems, telephony CRM, contact center reporting technologies
* Strong working knowledge Business Dashboards and various other applications used by the business
* Directs and guides staff
* Experience working with business accounting practices and current industry norms