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

# Example of Senior Manager, Technology Job Description

Our company is looking for a senior manager, technology. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for senior manager, technology

* Develop an accurate and realistic design plan along with risk mitigation solutions for the project
* Relationship Management – A business leader who is able to influence and cultivate all aspects of the partnership
* Alliance Strategy – Ability to think strategically and analytically about the business, product, and market trends
* Go-to-Market/Demand Generation – Execution on initiatives, industry & partner events, joint-lead generation activities, including sales enablement
* Identify Joint Value Propositions – Recognize opportunities for partnerships and areas of product integration
* Assemble a core team of cross-functional experts (hardware and software)
* Develop and implement a process that researches, creates and implements best in class, Technology Innovation
* Seek out new market trends, disruptions and opportunities and bring these ideas to internal stakeholders (as concepts and/or prototypes) for evaluation and pilot program deployment
* Partner with outside vendors, companies and startups to network and create strategic relationships that will foster innovation
* Lead internal idea generation by setting up and running programs and events such as hackathons, and internal or external crowdsourcing programs

## Qualifications for senior manager, technology

* Strategic business development experience with specific industry experience in Smart Cities, Oil & Gas, Transportation, Industrial and Healthcare domains
* Deep technology experience on Embedded Systems, Sensors, Gateways, and Security
* Experience in working with any large System Integrators (SIs) such as Accenture, Capgemini, Deloitte or Cloud providers such as Google, Microsoft, AWS, IBM and selling solutions is required
* Bachelors/Masters in Computer Science, Engineering or Technology from a top tier program is required
* Minimum 7 years experience in B2B sales role, preferably in technology industry
* Leader in software engineering development and associated methodologies