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

# Example of Service Business Manager Job Description

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

## Responsibilities for service business manager

* Ability to present to both individual contributors executives
* You will be charged with developing and expanding new business partners and projects opportunities, customer awareness in this field and executing all BD activities on Ethernet product lines
* Manage an assigned portfolio of National Key Accounts
* Provide Leadership and Guidance to our state based Business Development Managers on strategies to maintain and grow our Customer base
* Develop a pipeline of opportunities for the company’s unique offering in the Data Centre Assessment and Optimization capabilities
* Assist in training and participate in customer demonstration or promotional seminars
* Manage two Key Account Supervisors
* Direct the preparation of proposals, and determine appropriate technical and contractual approach consistent with the organization's objectives
* Organize and lead project teams consisting of various support groups in order to respond effectively to unique business opportunities and take advantage of unusual situations in the marketplace
* Review, approval and audit of adjustment requests to ensure business rules budget compliance

## Qualifications for service business manager

* Precision Marketing, SEM\SEO
* Min 5+ years in FMCG
* Administers policies, procedures, and tracking in order to facilitate
* Thorough knowledge of related regulatory requirements including OHS, KYC, AML, CDIC, and Privacy legislation
* Thorough knowledge of people and performance management techniques, including coaching feedback, motivational techniques and their application in managing others
* Bachelors’ Degree in Business, Finance, Accounting, Economy, Industrial Engineering, Computer Science, or related field is required