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# Example of Services Business Development Manager Job Description

Our growing company is hiring for a services business development manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for services business development manager

* Develop and manage relationships of an existing client base within designated territory to support execution of growth initiatives
* Upsell refreshment service solution to target accounts to ensure revenue growth by either upgrading current office refreshment program and/or selling in new products
* Document client visits with respect to risks, opportunity and relevant actions plans while forecasting sales activity and revenue achievement using a sales automation/client management platform, while creating satisfied and reference able customers
* Responsible for directing and implementing P&N’s national marketing and growth initiatives in the class action market by identifying and developing new client relationships and maintaining existing client relationships
* Respond to Requests for Proposal and assist in the Request for Proposal process
* Lead the targeting, definition and development of complex proposals to differentiate Trane’s National Services business and provide unique value to end customers/financial decision makers
* Assist in the development and implement pilot programs to test new offerings or programs
* Assist in the creation of all deliverables, documentation and support materials
* Work with key business leaders in the Equipment and Contracting segment and field leaders – including Vertical and Territory Sales Leaders - to help in commercializing programs and tools
* Identify, qualify, develop, and close consulting service engagements with a focus on account expansion

## Qualifications for services business development manager

* The ability to build networks with Partners & staff at all levels across a complex organisation and influence effectively
* A sound business understanding being commercially astute and risk aware
* An accomplished networker
* Bachelor's degree in Business, Marketing, or related field with 1-3 years of relevant experience
* Previous selling, marketing or supervisory/leadership experience preferred
* Capability to respond effectively to changing demands