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# Example of Services Business Development Manager Job Description

Our growing company is searching for experienced candidates for the position of services business development manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for services business development manager

* Builds a high performance team that prioritizes controls while driving business results
* Provides coaching and feedback to employees
* Conducts periodic team huddles and ensures best practices are leveraged throughout the team
* May develop and deliver presentations or training sessions to aligned partners designed to drive increased sales results
* Identifies energy retrofit and performance contracting project opportunities in the Northern CA and HI regions
* Understands and leverages the appropriate State Energy Savings Performance Contract (ESPC) program along with various other public and private contracting mechanisms
* Manages the development of projects including the preparation and development of proposals to the customers
* Coordinates and performs duties and responsibilities such as lead generation, customer services, preparing proposals and sales plans, and coordinating the start of projects for Performance Contracts and other energy services
* Develop and maintain a sales plan for identifying energy retrofit project opportunities and other services identified by the customer
* Works closely with energy services Project Developers to develop opportunities at client sites

## Qualifications for services business development manager

* Communicate predictions and findings to management through effective data visualizations and reports.Experience with big data tools (e.g., Hadoop, Spark, HDFS, Cassandra, Storm, Hive, Pig) and exposure to Cloud tools.Excellent critical thinking skills, combined with the ability to present your assessments clearly and simplistically in both, verbal and written form
* Masters/Ph.D in a relevant field such as Statistics, Computer Science, Applied Maths or relevant subject
* Certification CCNP, CCxP a plus
* Requires professional PM certification, ESi, PMP or equivalente
* You are currently working in a similar role for a software vendor or you are working for a consulting company selling projects and solutions, and would like to make the move to a software vendor
* Extensive, relevant experience of selling professional services to executive level prospects