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# Example of Strategy Business Manager Job Description

Our company is hiring for a strategy business manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for strategy business manager

* Provide business planning support to VP, Retail and Channel Sales – including preparation of VP Town Hall presentations, Sales Leaders’ Workshops, and other miscellaneous events
* Ensure maintenance of BA team engagement score
* Ability to build buy-in and drive participation in CRM activities across the entire organization
* Manage and maintain CRM and related systems, including account maintenance, security, optimization, upgrades, enhancement opportunities and projects related to system functionality and operability, including interfaces and related processes
* Collaborate and serve as liaison between multiple organizational units to facilitate the efficient, controlled flow of information across the entire project life-cycle
* Provide ongoing training for sales and service teams via webinars, in-person sessions and the creation of training materials to ensure efficient CRM usage and troubleshoots problems
* Create and maintain system-related documentation, such as business requirements, process flows, configuration worksheets, project binders, training tools, policy and procedures, and user manuals for CRM system
* Analyze business needs and evaluate solutions, considering business process impacts, technical feasibility, and Information Technology implications
* Keep abreast of industry best practices, updates and new releases and maintain relationships with peers at other companies to feed new ideas, learn from their experiences and benchmark our progress
* Maintain awareness of vendor plans and potential impact of ongoing system updates and changes, negotiate priorities with stakeholders to ensure minimal disruption and coordinate the usage/refresh of non-production environments

## Qualifications for strategy business manager

* Experience building business cases and simple financial models
* Ability to own a project independently start-to- finish and to communicate thoroughly throughout scope of project
* Ability to communicate effectively with technical, creative, and business-oriented individualsCollege degree required
* Coursework and expertise in clean and renewable energy, energy distribution, energy efficiency, or direct energy
* Required (on an “or” basis
* Demonstrate successful program/project management experience managing multiple work streams