



# Example of BI Manager Job Description

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Our company is looking for a BI manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for BI manager

- Strategic account planning and management of the relationship with your named accounts
- Develop Account Plans for your strategic accounts, identifying a value proposition and key steps to execute
- Provide an accurate monthly and quarterly forecast
- Execute against quarterly KPI's and your annual sales plan
- Engaging customers to provide product roadmaps, run local user groups
- Prospecting and maintaining in the assigned territory to achieve a qualified active pipeline of new business opportunities of 3x annual revenue quota
- Keep a high activity rate, face to face meetings
- Drive and cross sell new solution sales into existing and new customers
- Create and deliver sales presentations at Industry Events, User Groups and Customer sites
- Actively participate in sales meetings, and team meetings

## Qualifications for BI manager

- Experience using ACL Analytics Exchange, ACL Server, MS-Access, and/or SAS products
- Experience using BI data extraction and mapping packages, such as Monarch, Congo's, Exerts, Hyperion, Business Objects
- OCube technologies
- OTibco
- OMS .Net

