



Example of Business Dev Mgr Job Description

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

Responsibilities for business dev mgr

- Define contact plans and conduct customer visits to establish and/or maintain customer relationships in order to understand current and emerging customer needs and requirements
- Obtain marketing intelligence and competitive data pertaining to potential targeted pursuits in support of capture strategies
- Participate in bid decisions, provide the price-to-win and competition analysis to support decision
- Support the creation of marketing collateral and briefings to message the market and customer community
- Active Secret clearance with the ability to successfully obtain up to a TS/SCI
- Infrastructure experience preferably within the water/waste-water utility sector

Qualifications for business dev mgr

- Ability to communicate the product and benefits while maintaining a high level of specific product knowledge
- Twenty (20) plus years of Scaffolding experience a plus
- The Account Manager - Technical Sales must be able to develop broad conceptual solutions that solve customer problems by integrating capabilities and products from across the enterprise to enhance mission effectiveness
- The Account Manager - Technical Sales must possess extensive knowledge of GXP products, including knowledge about its components, functions, and the

- The Account Manager - Technical Sales will have a combination of technical knowledge of the products they are selling and strong interpersonal skills because the products and services will often need to be modified and/or adjusted to meet customers' specific needs
- At least five years combined in large-scale proposal development