



Example of Business Development Partner Manager Job Description

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Our company is looking to fill the role of business development partner manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for business development partner manager

- Travel- Present information to top management, public groups, and Quarterly Business Reviews
- Develop, manage, and track execution of quarterly sales plan for Managing Director territory
- Develop upsell and cross sell strategy for key clients
- Coordinate with content and strategic marketing team to conduct, manage, and prioritize campaigns
- Drive optimized supplier revenue across Travel Partner Network, with the support of GSR, TPN and Finance teams
- Negotiate, expand and steer Air, Car and Hotel "Pay for Performance" (P4P) programmes globally in conjunction with the GSR and the TPN team
- Deliver Partner Supplier Value Proposition to drive and support deals across all regions
- Execute Rules of Engagement, managing and developing over 80 partner relationships in more than 60 countries, in order to enhance and support GBT's "one network" value proposition
- Develop the supplier element of the new TPN strategy in close collaboration with the TPN & GSR leadership teams
- Shape and deliver annual business development activity plans aligned with GSR, SOT and TPN

Qualifications for business development partner manager

- Demonstrable relevant experience from leading technology vendors and/or enterprise service providers across sales, business development, product marketing, alliance management
- Experience defining/designing and successfully executing pivotal initiatives from inception to last-mile execution
- Experience working with governance models, including senior executive engagement and management
- Strong business planning and analysis skills and very strong commitment to results as exemplified through consistent over-achievement of scorecard metrics or sales targets
- A BA/BSc degree and an MBA or equivalent experience preferred