



Example of Business Development Partner Manager Job Description

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Our innovative and growing company is searching for experienced candidates for the position of business development partner 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 business development partner manager

- Leads the effort to more clearly define the strategic role of the HR business Partners
- Leads in developing department goals, objectives, and systems
- Influence behavior without direct authority (both externally with partner and internally with staff groups and other Lines of Business.)
- Proven relationship management skills to deepen and grow the partnership to deliver long term growth
- Drive profitability and optimize P&L
- Operate in compliance with all applicable laws and procedures for all markets
- Strong leadership skills with a proven ability to build a focused team that delivered results with growth primarily in a B2B selling environment
- Lead in conjunction with the head of channels, head of general business and the relevant partner teams the development and execution of the ANZ General Business vSAN growth plan
- Facilitate regional quarterly vSAN business reviews with Partner Business Managers which will incorporate reporting on
- Work in a highly cross-functional environment to build end-to-end programs

Qualifications for business development partner manager

- Excellent working knowledge of the UK mobile market

- Demonstrated ability to champion and drive cross-functional improvement initiatives
- Minimum 6 months tenure with The Advisory Board
- Proven pipeline management skills – has experience managing against overall revenue goals and at the opportunity level
- Commercial drive and instincts – manages to achieve commercial results