



Example of Business Development Partner Manager Job Description

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Our company is growing rapidly and 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

- Strong skills in consultative and strategic selling methodologies
- Accountable for Qualify, Develop & Propose, Negotiate & Close phases for domestic and global deals
- Responsible for qualification, sales strategy, business development and pursuit team leadership, pricing strategy, SOW and MSA negotiation and deal closure
- Consult and collaborate with the account relationship lead, throughout pursuit cycle
- Accountable for pursuit team including managing pursuit project plan, assessment, solution, RFP response, proposal, pricing and calculations, SOW, MSA business decisions, delivery & operations requirements and business decisions including revenue, profit and risk
- Responsible for the definition and articulation of the business case and the value proposition
- Accountable and responsible for customer presentations, content, and delivery
- Accountable & responsible for communication to external and internal executives & teams, including sales and business case presentations, deal close presentations and account review processes
- Effectively fulfill partner recruitment and enablement activities to build out a new partner ecosystem in the mid-market space including VARs, along with working with our channel partner managers and channel account managers to

- Actively assess, clarify, and validate partner needs on an ongoing basis

Qualifications for business development partner manager

- Understand and utilise British Gas' full range of products to provide innovative bespoke solutions for TPI's and their customers
- Effectively manage your pipeline to maximise opportunities and be able to report on a range of KPI's
- Provide competitor and market intelligence to influence the strategy and tactical position of the Partner Markets Channel
- Work with TPI's to ensure that contracts are managed to their terms and conditions, including payment made within terms
- To carry out all aspects of the role in line with current BGB standards, governance and processes, meeting training, regulatory, compliance and audit requirements
- Minimum 10 years sales, business development, solution engineering and/or product management experience in Public Safety