



Example of Business Development Sales Manager Job Description

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Our company is looking for a business development sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for business development sales manager

- Generate partner prospect meetings via cold calls, trade shows, association participation, conferences, warm leads from Client Managers, and creativity through established relationships in the payments eco-system
- Own request for proposals (RFPs), the creation of mock-ups, business cases, proof of concepts of proposed solutions and other support materials
- Demonstrate financial, efficiency and brand value of Accertify fraud solutions in technical and non- technical communication to a wide variety of stakeholders in the buying decision
- Develops new relationships and enhances existing relationships through targeted prospecting activities
- Work with our customers to make them more successful
- Coordinate with inside business development specialists to maximize client touches (face to face interactions, appointments, sign ups, training sessions and retention)
- Provide accurate, relevant and timely management information on the performance metrics
- Drives sales growth with new key accounts customers by building strong customer relationships with decisions makers, includes networking with customers, consultants and building managers and associates
- Uses a consistent and superior brand identity when making sales presentations, proposals, and preparing bids

Qualifications for business development sales manager

- Knowledge of Learning Management Systems (LMS), HRIS, Cloud/ SaaS Offerings, WebEx/Jabber, Document/ Content Management, Semantic Web Technologies, Sales enablement ecosystem
- Experience with Cloud SaaS B2C or B2B software services is a plus
- Prior experience working directly in a sales environment
- Minimum of 3-5 years' experience in the financial services sector specifically focused on the Wealth business
- Strong understanding of the business owner/UHNW segment
- Attained or working towards an accredited designation