



Example of Business Development Sales Manager Job Description

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Our company is hiring 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

- Analyse and report on client activity identifying opportunities for further revenues or cost reduction
- Liaise with Operations Manager to identify new vendors, opportunities to achieve cost savings with existing vendors in order to improve competitive position
- Work closely with Operations team to ensure excellent customer experience
- Keep management informed by submitting activity and results reports
- Responsible for market penetration in new business areas
- Building rapport with existing customers to ensure repeat business
- New Customer Development in existing business areas
- North or South India responsibility with specified targets
- Explore market for untapped business opportunities that may grow as further market for organization
- Analyze market data to arrive a future trends

Qualifications for business development sales manager

- Prior experience or contacts in the Wealth Management industry is preferred
- Working knowledge of the market research industry and the ability to converse with customers about a range of quantitative and qualitative research topics and how they address business needs

- Expertise in pipeline management, revenue forecasting and sales planning activities
- Superior written and verbal skills and the ability to deliver compelling sales presentations