



Example of Business Development Sales Manager Job Description

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

- Identify, develop and execute sales plan that increases market share in new and/or existing market base
- Identify amplification opportunities within existing portfolio and account base
- Identify new product development requirements and produce the business cases for project approval
- Implement the defined business development strategy for the region as related to the Automotive In-Plant market
- Creates comprehensive Decision Making Unit Structure (DMU)
- Provide technical assistance as required to broader sales resources
- Establish and build personal relationships with internal and external customers
- Maintains awareness of developments within the market in general and in particular the indirect sector, to provide feedback on customer issues, competitor activities, pricing trends, consolidation activities and marketing initiatives
- Frequent domestic and international travel required (70% of time)
- Learn, understand and can represent/present evolving Microgrid Solutions offers

Qualifications for business development sales manager

- Construct, document, and craft material customer journey improvements
- Work with internal colleagues to define and exceed customer needs
- Arrange and participate in internal and external client interactions
- Educate direct and indirect customers by regular training sessions to introduce new products and programs