



Example of Competitive Intelligence Manager Job Description

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Our company is hiring for a competitive intelligence 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 competitive intelligence manager

- Translate technical details of complex market dynamics and competitors into consumable and actionable intelligence for executive, senior and program level staff
- Facilitate consistent, organization-wide sharing of knowledge (through written reports, charts and graphs, electronic business intelligence support tools, and oral and visual presentations,) on the competition, market trends, and various findings
- Develop a broad and deep understanding of Bell & competitor product capability in order to inform strategies and business planning processes that will aide in the development of new vertical lift concepts based on perceived and identified user requirements
- Support Bell Helicopter Campaign Teams
- Serve as a resource to all levels of management for questions about competitor / pricing data
- Conduct problem solving to develop and structure a pitch deck for sales or other special analysis project
- Develop Win-Strategies, Price to Win, Risk Analysis/Mitigation Plans, and Partnering Strategies
- Work in development of gate reviews for assigned pursuits/opportunities
- Fill the role as the Competitive Assessment and Price-to-Win Subject Matter Expert for a specific product opportunity as assigned

Qualifications for competitive intelligence manager

- Extensive experience in collection, analysis, and synthesis of data and research into insights used to inform strategic decisions, including project management
- Expertise with Microsoft Excel, Project, Access and PowerPoint tools
- Results oriented, self-starter with strong program management capabilities and able to handle multiple initiatives while meeting all deadlines in a fast paced environment
- Demonstrated ability to build relationships and work effectively with multiple functions, sites, and suppliers
- Strong negotiation and business acumen skills
- Proven ability to influence and give presentations to diverse audiences