



Example of Manager Business Development Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is hiring for a manager business development. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for manager business development

- Take responsibility for sales targets and ownership over competitive pitching and winning new clients
- Attend trade shows, conferences and other networking events to promote capabilities and develop leads
- Scan the external environment for new business opportunities, ideas concepts and emerging technologies
- Understanding of the Health Sciences sector in public & private corporate institutions (or any customers outside our key academic accounts)
- Identifying and then building sustainable relationships with potential new customers
- Translate client requirements into realistic opportunities, and formulate market focused strategies to meet these needs on an ongoing basis
- Manage our channel partners where appropriate to achieve revenue targets and penetration
- As part of the broader sales team, contribute to the development of sales strategies for the ANZ region
- Develop services pipeline and help drive services bookings for assigned region and manage the pursuit efficiently against the approved services budget
- Engage in region/vertical/solution practice activities as required to maintain orders/revenue funnel

- 2 years of client service, business development and/or sales experience
- Minimum of 3 years of previous account management and sales experience of high potential affinity partners
- Superior strategizing ability and strategic thinking
- Proactive, organized, with superior planning skills
- Initiative, with an innovative approach to problem solving
- Media Relations and Public Speaking (in-depth)