



# Example of Manager Business Development Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our growing company is hiring for a manager business development. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for manager business development

- Ensuring weekly revenue targets are met
- You will support and organise client accounts with the aim of ensuring they have the maximum return from their solutions package
- Manages the sales and follow up process during the sales cycle to make sure that the process is moving toward a conclusion
- Approaches obtaining appointments creatively, through mailings, social media, relationships, campaigns or pure cold calling
- Develops and executes a personal Business Plan for success in local market including managing and updating a personal pipeline
- Partner with marketing to drive mutual objectives
- Makes 20 + quality meetings per month with targets to move a sales process forward
- Can read a 10K and annual report to identify trends and potential specific solution needs for a client or target
- Learn the key solutions of the firm for all services and uses excellent understanding of firm's resources to solve client needs
- Identify and track market information through constant industry research, related events, publications and announcements

## Qualifications for manager business development

- Extensive Fit Out experience within RETAIL and COMMERCIAL sectors

- Solid understanding of the life-science manufacturing sector
- Some light knowledge of the manufacturing requirements in the Pharmaceutical sector is desirable
- Understanding of the contract packaging and manufacturing process