



# Example of Offer Manager Job Description

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Our company is looking for an offer 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 offer manager

- Communicate the value proposition to the sales team and develop sales tools that support the selling process
- Working with the MS Tools and Processes lead to develop delivery methodologies, processes, and tools to support consistent and efficient delivery
- Leading field deployment activities for new offerings with strong emphasis on offer knowledge transfer and mentoring
- The role will include ~15% travel including customer interaction requiring Managed Services domain subject matter expertise and internal meetings
- Participate in sales opportunity reviews to assess qualification and level of effort, and help guide sales strategy
- Maintain schedules for responsible party deliverables and track receipt or non-receipt as needed
- 5+ years' of Marketing or related, relevant experience in Business Analysis, Project Management
- Experience working with cross-functional teams within Marketing and also Sales, Customer Care, Finance, IT
- Demonstrated success managing matrix teams
- Active involvement in the sales / project initiation phase by customer visits and site surveying (For New Projects)

## Qualifications for offer manager

- This position requires 10% travel between the Raritan, Piscataway, Titusville and Horsham campuses. Contract Administration
- Strong ability to articulate technical concepts to non-technical audiences with confidence and accuracy
- Ability to apply data analysis to solve a business problem that has an impact to customers
- Outstanding interpersonal, communication and customer relationship skills – able to work effectively with internal customers at all levels
- Team oriented, capable of delivering in a team environment
- Self-motivated, results driven, and able to work with minimum supervision