



Example of Senior Business Development Manager Job Description

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

Responsibilities for senior business development manager

- Keen understanding of channel and customer economics and apply the knowledge as needed
- Utilize knowledge of competitive landscape
- Rapidly assess market and business opportunities
- Build and train a world class business development team
- Oversee successful implementation and optimization of all agreements and projects
- Drive strategic initiatives in the video distribution space
- Develop a go-to-market distribution plan and prioritize partners appropriately
- Manage long-term strategic initiatives the tactical and day-to-day
- Coordinate closely with local management, technology teams and with worldwide video product teams
- Manage global marketing and customer acquisition strategy with partners

Qualifications for senior business development manager

- Partner effectively with Mercer's consulting network, marketing and relationship management Marsh to achieve the sales target
- Be proficient in and a champion of Mercer tools and processes, including MercerForce
- Bachelor's Degree in Engineering or Business related field and 5 years of

- Strong relationships and contacts with decision-makers in key verticals
- Personal passion for (and early adopter of) emerging consumer technologies - committed to learning and expanding professional and technical knowledge