



# Example of Senior Business Development Manager Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of 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

- Organizing workshops and seminars by working closely with the marketing development manager and product marketing managers
- Assist in the development of sales support materials including brochures, applications notes, product data sheets, competitive matrices, and technical presentations
- Develop and present technical papers at professional symposia, author technical articles for trade press, are the subject matter expert
- Develop, present and coordinate global training programs to the sales force (SSDs) to inform them of strategies, new products, enhancements, or competitive issues
- Assist in the execution of marketing campaigns (on-line and through events) by working closely with the Outbound Marketing Manager
- Will be involved in identifying, developing, and proposing new smart energy and energy efficiency projects
- This individual will be required to perform to meet established targets and goals
- Will build collaborative and cross-region solutions for the Smart and Energy Efficiency Businesses
- Recruiting and building a team of business/project development and delivery/management professionals to support the smart energy and ESPC business pipeline you will develop
- Transitioning business pursuits and closed sales to project delivery team will

## Qualifications for senior business development manager

- At least 6 years of relevant work experience in business development
- At least 5 years of work experience at entertainment or entertainment-adjacent companies (e.g., movie studio, talent agency, entertainment law firm)
- Track record of entrepreneurship or entrepreneurial behavior
- Fluency in the English and Swedish language
- A minimum of a BS or BA is required, preferably in a technical discipline such as finance, business, marketing or engineering
- A minimum of 6 years previous experience selling visualization services and/or software directly to clients and/or marketing/advertising agencies with proven success