



Example of Senior Business Development Manager Job Description

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Our company is growing rapidly and is looking for a senior business development manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for senior business development manager

- Be accountable for auditing, measuring, and reporting on key inputs and outputs in Salesforce and other internal reporting systems
- Prepare and give business analysis to the senior management team for their approval regarding progress and roadblocks
- Proactively identify, drive requirements, cultivate new business opportunities and capture new contracts/orders
- Design and execute formal Capture plans and win strategies
- Briefly status Capture Plans to senior management at specified milestones in the Capture process
- Support overall strategic planning and linking pursuits/capture activities which support the business development metrics for orders, proposals submitted, and pipeline
- Build strong relationships with new and existing customers to drive sales growth
- Primary focus will be to actively pursue/qualify new accounts, markets, and products that match our core competencies
- Ownership of sales, market planning, performance metrics, forecasting and reporting, market pricing and margins
- Provide insight and data on strategic growth opportunities via market data, voice of customer insight and more

Qualifications for senior business development manager

- Successful experience selling in China with a sound Chinese market understanding is a must
- 5+ years of experience leading business development teams
- Proven experience in partnership development / business development
- Working comfort level in front of customers
- Good English read/write skill
- Demonstrated leadership experience and skills