



Example of Senior Business Manager Job Description

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Our company is looking to fill the role of senior business manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for senior business manager

- Establish, negotiate and implement new sales orcommerce channels
- Negotiate new vendor agreements in tandem withlegal that support both the digital group and the larger organization
- Identifyand create business case and strategies for new digital business opportunities,including financial models and management presentations
- Act asa thought leader and adviser to senior management
- Analyze business model metrics and trends to evaluate success of Subscription models
- Effectively communicate with stakeholders to ensure satisfaction
- Support strategic planning and business development initiatives
- Drive consistency and alignment throughout all the internal and external operational teams, leveraging best practices from each respective area understanding industry best practice
- Report and provide insight on agent performance with daily, weekly and monthly cadence
- Works with managers in the field to resolve operational issues

Qualifications for senior business manager

- BA/BS degree in statistics, business or similar discipline
- 5+ years' experience in applicable discipline including customer service
- Working knowledge of financial systems, telephony CRM, contact center reporting technologies
- Strong working knowledge Business Dashboards and various other

- Experience working with business accounting practices and current industry norms