



# Example of Senior Manager, Business Development Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our company is growing rapidly and is looking to fill the role of senior manager, business development. 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 senior manager, business development

- Constantly communicate how Spirent's Cloud Solutions aligns with Government & Enterprise cloud roll-out strategies
- Serve as key contact point across functional groups within Spirent to enable successful execution of our Americas go to market strategy
- Perform status review with Spirent and provide internal reports to stakeholders-based on established Spirent's Cloud vision and goals and measurable in KPIs on weekly and monthly basis
- Take ownership of key partner related escalations and issues in cooperation with internal Spirent departments
- Develop relationships with UKI high-end event organisers to generate new business development opportunities in one of our lead verticals
- Provide accurate and regular forecasts on the UKI events market to the business development team
- Create and maintain up to date leads and accounts plans using our CRM system Salesforce
- Close deals both self generated and lead nurtured
- You'll define and align vision, strategy, and processes for business development with company objectives and strategies
- You'll craft an innovative approach to incorporate LX onto other sites, driving additional bookings and revenue growth

- A recognized University degree in marketing, business, commerce, economics or a related discipline
- Minimum 7 years of relevant work experience, preferably within a professional services environment
- Experience in writing presentations and performing in pitch/proposal situations
- Confidence to communicate effectively (both written and verbal) with senior management
- Ability to manage multiple projects simultaneously and work effectively as a team
- Good knowledge of research tools for analysis and a general understanding of database technology