



Example of Small Business Manager Job Description

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Our company is growing rapidly and is hiring for a small business manager. 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 small business manager

- Manage a team and motivate, inspire and drive them to success
- Ensures interface with Credit Quality for the small business loan approval process, presents proposed loan products and parameters
- Participates in various credit related projects bank-wide, including participating on teams assigned for due diligence, acquisition, and assimilation activities of potential merger and acquisition targets
- Ensures assigned credit authorities in the Small Business CAFE are adhered to by the underwriting staff, exercising credit authorities as delegated from time to time by the Chief Credit Officer
- Develop a deep understanding of the industries we serve, our competition and the customers who use our products
- Develop and lead channel partner programs to drive engagement and share of mind
- Develop and execute a strategy and campaign plans to enhance market penetration and support revenue goals, including development of core messaging, broad-based multi-channel marketing programs, targeted awareness and relationship building strategies
- Identify and help translate emerging market analysis and needs into high value services balancing unique regional, channel or industry needs with global standardization
- Drive sales enablement and support the sales channels through sales process refinement, training, customer meetings, presentations, proposal

- Develop and own the brand identity framework to guide marketing communications and to help ensure consistency through all points of contact

Qualifications for small business manager

- Experience developing applications in modern programming languages
- Bachelor's Degree in Business, or Bachelor's Degree in Information Systems, or Bachelor's Degree in Engineering, or military experience
- At least 2 Years of Agile experience and project management
- Minimum 10 years business and Marketing experiences, preferably with Consumer or SB business
- The ideal candidate has prior experience in Business or Marketing consulting capacity
- Proficient in the use of excel and building financial models and data infrastructures, including proficiency and understanding of other applications such as MS Office, SAS, R, SQL and other reporting tools