

Business Development Manager Job Description template

Business Development Manager Job Description Template/Brief

We are seeking a dynamic Business Development Manager to join our team. The role involves identifying new business opportunities, building strong client relationships, and driving revenue growth. The ideal candidate should possess excellent communication skills, strategic thinking, and a proven track record in business development.

Business Development Manager Job Profile

A Business Development Manager plays a key role in expanding the company's market presence and driving sales. They are responsible for identifying new business opportunities and maintaining strong client relationships. This position requires excellent negotiation skills, strategic planning abilities, and adaptability to changing market conditions.

Reports To

The Business Development Manager reports to the Head of Sales or Vice President of Sales.

Business Development Manager Responsibilities

- Identify and develop new business opportunities to achieve sales targets.
- Build and maintain strong relationships with clients and partners.
- Conduct market research to identify trends and new market opportunities.
- Develop and implement strategic business development plans.
- Collaborate with internal teams to ensure client needs are met.
- Prepare and deliver presentations and proposals to potential clients.
- Participate in industry events and conferences to generate leads.
- Monitor market and competitor activities and report findings to management.
- Negotiate contracts and close sales with potential clients.

Business Development Manager Requirements & Skills

- Proven experience in business development, sales, or a related field.
- Excellent communication and interpersonal skills.
- Strong negotiation and closing skills.
- Ability to build and maintain client relationships.
- Strategic thinker with the ability to analyze market trends.
- Bachelor's degree in Business, Marketing, or a related field.
- Experience with CRM software and sales performance metrics.
- Ability to work independently and as part of a team.