

JD For Business Development Manager

Job Title: Business Development Manager

Company: [Company Name]

Location: [City, State]

Job Description:

We are seeking a highly motivated and experienced Business Development Manager to help us expand our business and increase our customer base. The ideal candidate will be responsible for identifying new business opportunities, establishing relationships with potential clients, and creating strategic plans to achieve sales targets.

Key Responsibilities:

- Develop and implement sales strategies to achieve sales targets and expand our customer base.
- Identify new business opportunities through market research, competitor analysis, and customer needs assessment.
- Build and maintain strong relationships with existing and potential clients.
- Collaborate with the marketing team to develop effective marketing materials and campaigns.
- Work closely with other departments, such as product development and customer service, to ensure customer satisfaction.
- Prepare and deliver sales presentations and proposals to potential clients.
- Negotiate and close deals with clients to achieve sales targets.
- Monitor and analyze sales data to identify trends and opportunities for improvement.

Technical Competency Requirements:

- Achieves sales targets through expanding customer base.
- Communicates, negotiates, presents effectively for closing sales.
- Analyzes problems, finds solutions to drive sales growth.
- Uses CRM and sales automation tools to manage sales.
- Utilizes Microsoft Office Suite, especially Excel, efficiently.
- Stays informed of market trends and industry best practices.

Behavioral Competency Requirements:

- Self-motivates and drives results through own initiative.
- Builds and maintains relationships with interpersonal skills.
- Works independently and collaboratively in teams.
- Manages time and organizational skills effectively.
- Adapts to changes in a fast-paced environment flexibly.
- Demonstrates a strong work ethic and professionalism.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- Minimum of 5 years of experience in business development or sales.
- Proven track record of achieving sales targets and expanding customer base.
- Excellent communication, negotiation, and presentation skills.
- Strong analytical and problem-solving skills.
- Familiarity with CRM software and sales automation tools.
- Proficiency in Microsoft Office Suite, especially Excel.
- Knowledge of market trends and industry best practices.