



Moodle
2020/2021

Programme: CertHE Skills for the Workplace

Module: Academic And Employability Skills

Module Code: BMSW4001

Assignment Title: ACE Practical Portfolio

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BUSINESS DEVELOPMENT MANAGER

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- Business Development Managers are concerned with improving and growing a business, by establishing and developing relationships with costumers, suppliers and other partners.

SKILLS

- IT Skills;
- Ability to think strategically;
- Project Management and Organisational Skills;
- Negotiating Skills;
- Decision-making Skills;
- Teamworking Skills

RESPONSIBILITIES

- Understand the needs of your customers;
- Foster and develop the relationships with customers;
- Discuss promotional strategy with the marketing department;
- Think strategically in order to develop the business,
- Improve the way the business operates;
- Be careful of the trends in the business world.



S.W.O.T.

Time Management;
Organisation;
Help others;

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STRENGTHS

Confidence;
Shy;
Susceptible;
Optimistic;

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WEAKNESSES

Career Development;
High Salary;
Work Internationally;
Grow Personally;

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OPPORTUNITIES

Personal Team
Problems;
Competition Between
Companies;
Bad Reviews Online;

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THREATS



CONCLUSIONS

In conclusion, this course will help me to grow as a person and to obtain the skills and knowledge that I need for this job that I want to do.



REFERENCE LIST:

AGCAS, Editors (2020) <https://www.prospects.ac.uk/job-profiles/business-development-manager>