

Business Development Manager

An analysis based on employability skill

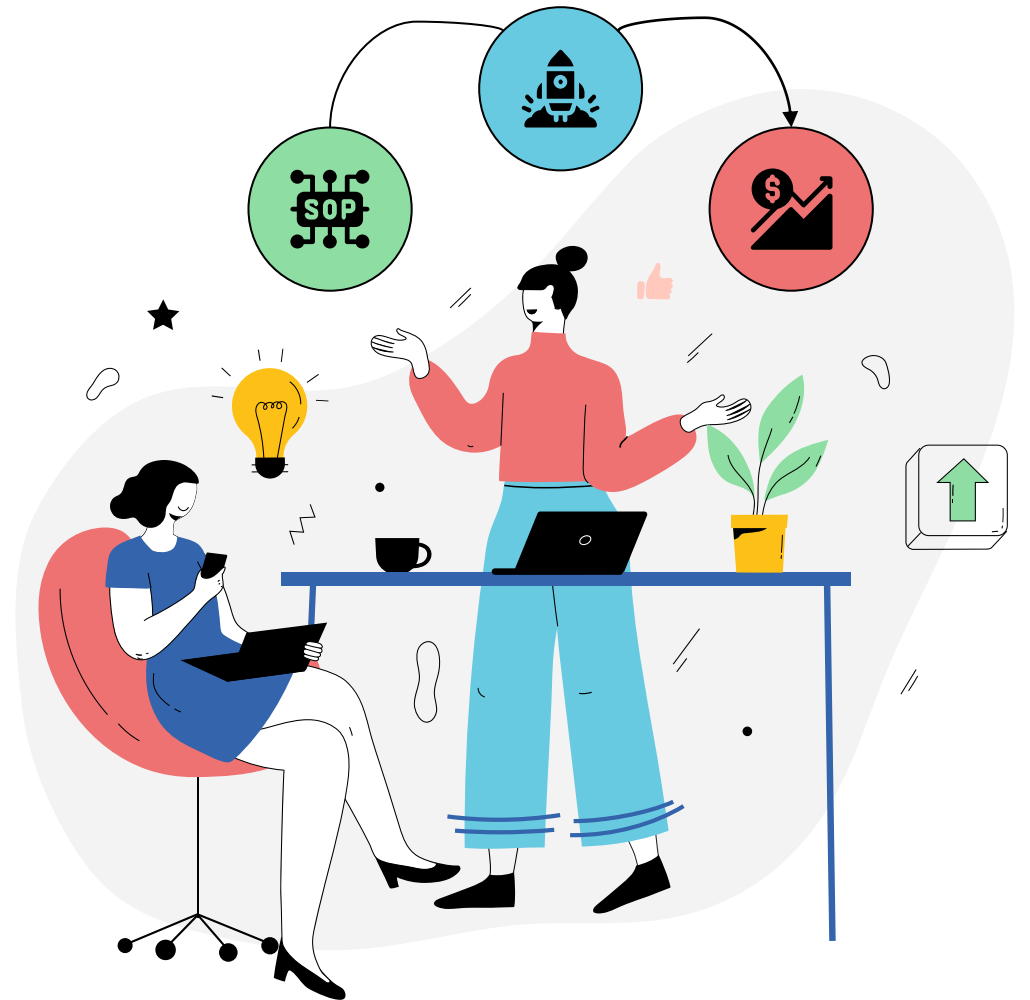
BMSW4001

Academic and Employability Skills (ACE)

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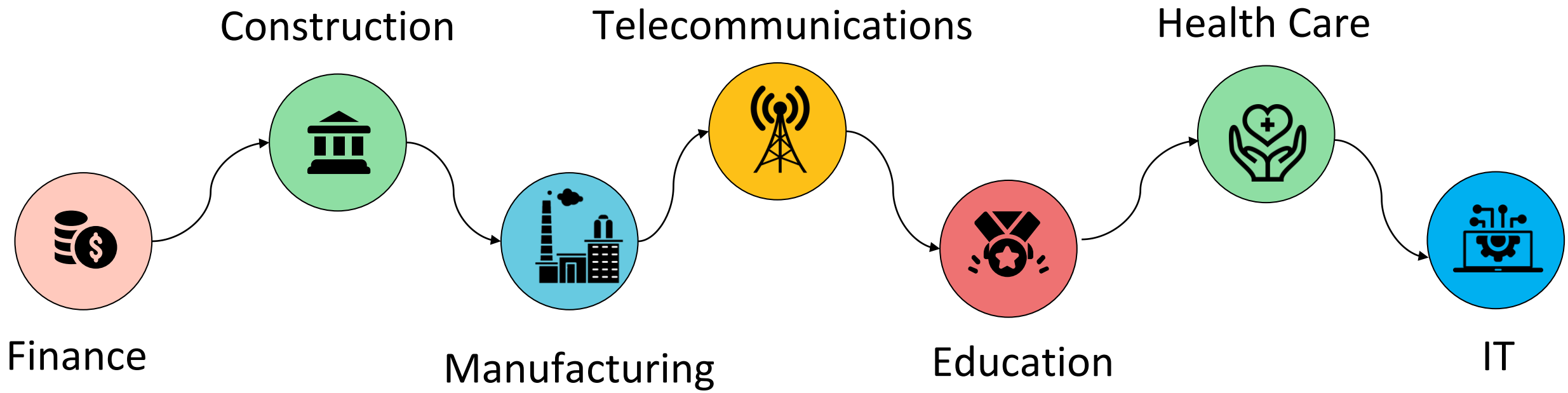


Business development manager

1	Concerned with developing and growing a business
2	Establish and develop relationships with customers, suppliers and other partners
3	Identify new business opportunities and do the strategic planning



Sectors of specialisation



Required skill

- Determination to pursue new business
- Communicative & teamworking skill
- Interpersonal skill
- Expertise in IT
- Decision making capability
- Multitasking ability
- Initiative and confident
- Adaptability in different situations
- Strategic and flexible

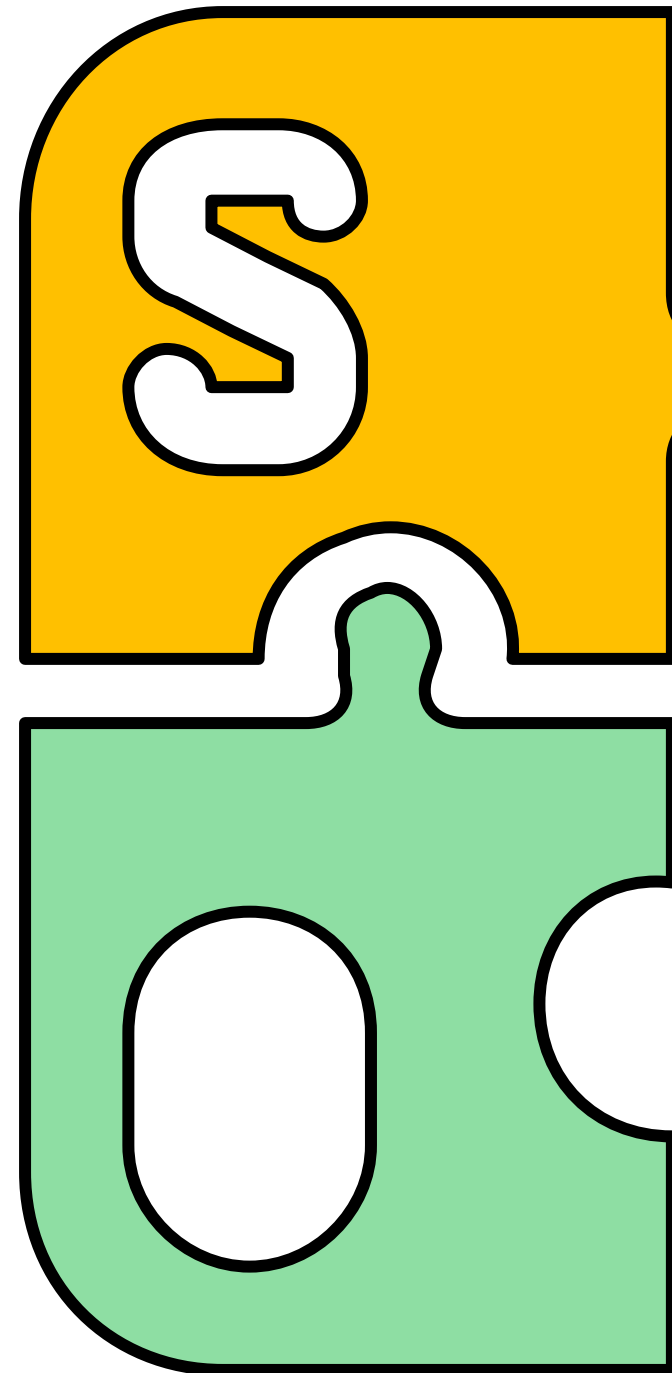


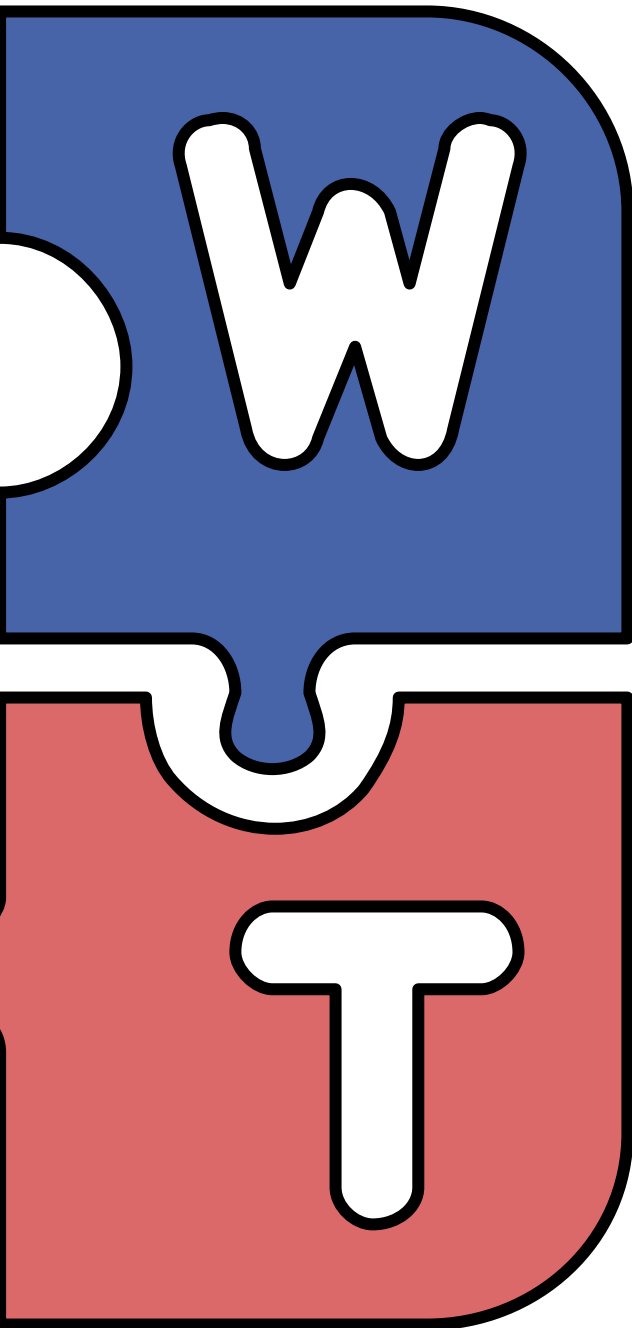
Strength

- Determined to pursue anything
- Good in written communication
- Self confidence
- Have adaptability
- Can take decisions
- Flexibility with the team members

Opportunities

- Being expert in the field of IT and achieve something great
- The developed plan can be the market ruler
- Have many spaces to learn new things
- Help to get a clear idea about the market trends





Weakness

Poor in negotiation skill

Multitasking may cause several faults in the work

Poor in written formal communication

Gap of knowledge about the market

Not expert in foreign languages

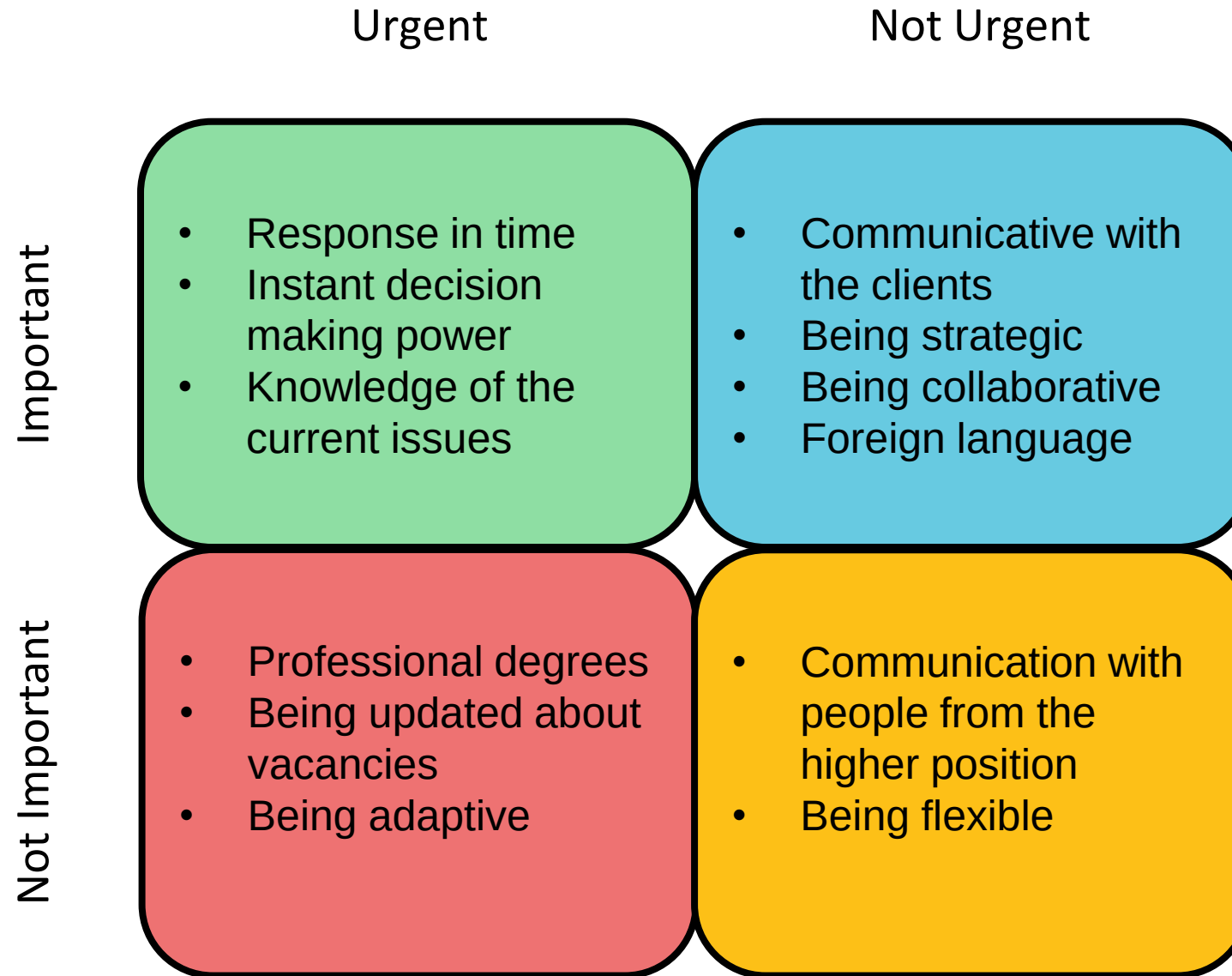
Threat

Lack of IT skill can decrease the working quality

Poor communication skill can be a reason to lose the job

Others may have more skill

Time management matrix tool

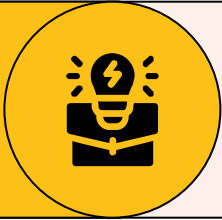


Personal Development Tool (PDP)

Learning & Development Needs	Developmental Activity / Action Required	Resources Required	Date (Start – End/review)	Achievement (In the end)
IT skill (Spreadsheet)	Practising and getting enrolled in courses	Time, money, effort, Laptop	06/04/22 – 14/05/22	It will help to analyse market data easily
Communication with business clients	Communicate more with people from different business background	Time, money, effort, Laptop, human	15/05/22 – 14/06/22	Help to communicate more efficiently
Foreign language	Practicing and getting enrolled in courses	Time, money, effort, Laptop	15/06/22 – 14/07/22	Can be able to connect with people from different countries
Negotiation Skill	Practicing and getting enrolled in courses	Time, money, effort, Laptop	15/07/22 – 14/08/22	Can be able to deal with business clients and get the best deal

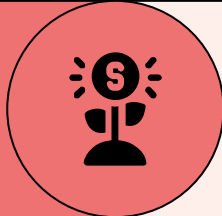
Way to success

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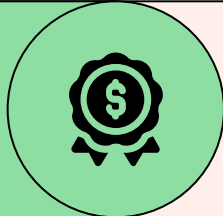
Should have a clear idea about the business development manager role

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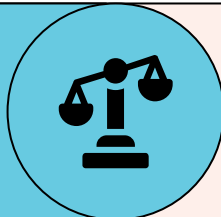
Work on the weaknesses

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Grab the opprtunities

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Implementation of the whole knowldege in the job

References

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- Nadav Benbarak, J., (2022). Every Company Needs a Growth Manager. [online] Harvard Business Review. Available at: <<https://hbr.org/2016/02/every-company-needs-a-growth-manager>> [Accessed 2 April 2022].
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