

# Compensation Guide

## Business Development Manager

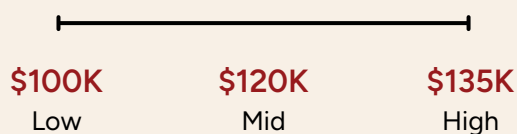


**Business Development Managers** are drivers of growth within a company. They are responsible for identifying and securing new business opportunities, fostering relationships with clients and partners, and contributing to the overall sales and revenue generation of the organization.

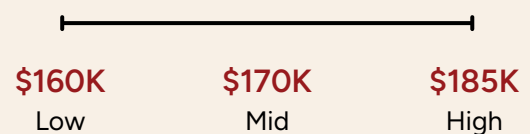
**Their ability to strategize, communicate, and negotiate plays a vital role in the company's success and sustainability in a competitive environment.**

### Compensation

#### Base Salary



#### On Target Earnings (OTE)



### What makes a successful Business Development Manager?

- Motivated and results driven with **hunter mentality**.
- **Strong understanding of the sales process** and how to effectively pitch products or services to clients.
- **Focused on achieving goals**, with a track record of meeting or exceeding business development objectives.