

Performance Review for Business Development & Partnerships Manager

Title of Position: *Business Development & Partnerships Manager*
Department: *Marketing*
Reports to: *Chief Executive Officer*
Employment Type: *Full-Time, Exempt*

Name of Employee: _____

Date of Review: _____

Overview of Position/ Job Purpose:

The primary role of the Business Development & Partnerships Manager is to prospect relationships by networking or other means of generating interest from potential clients, investors or other strategic partnerships. S/he must then plan persuasive approaches and pitches that will convince the said partner to do business with the company. Strategic planning is a key part of this role. This requires a thorough knowledge of the market, the solutions/services the company can provide, and the company's competitors. The ideal candidate must be the ideal representative of the brand and the company.

Business Development & Partnerships Manager Competencies:

1. Professionalism/ Company Image Upholding

1 2 3 4 5
Comments:

2. Communications (Written & Verbal) - Client Facing

1 2 3 4 5
Comments:

3. Sales Aptitude

1 2 3 4 5
Comments:

4. Relationship Management

1 2 3 4 5
Comments:

5. Innovative Solutions for Clients & Business Deals

1 2 3 4 5
Comments:

Organizational Competencies:

1. Teamwork

1 2 3 4 5
Comments:

2. Ambition/ Drive for Success

1 2 3 4 5
Comments:

3. Passion & Dedication

1 2 3 4 5
Comments:

4. Communication Skills (Verbal & Written)

1 2 3 4 5
Comments:

5. Resourcefulness

1 2 3 4 5
Comments:

Milestones & Expected Date for Achievement:

1.

2.

3.

Personal Goals:

1.

2.

3.

Comments:

Total Score of Review:

Name of Manager:

Signature of Manager:

Name of Employee:

Signature of Employee:

Date of Review with Initials:
