**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: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**