



Example of Account Development Representative Job Description

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Our company is searching for experienced candidates for the position of account development representative. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for account development representative

- Service corporate accounts through communication primarily via email and some phone request
- Facilitate, investigate and follow-up regarding all account issues
- Input all tasks, request and information into CRM tool
- Handle "day-to-day" call activity
- Assist the LAC Strategic Sales Manager and Strategic Account Manager team with implementing accounts to achieve proficiency within a certain time frame
- Identify opportunities within existing accounts to call on new divisions or subsidiaries that have not yet been touched
- Email important news and information to accounts to show the value of National/Enterprise as partners
- Handle any special requests from the account or coordinate with applicable support area
- Utilize all available DPSG and bottler/distributor resources and local UDS programs to upgrade customers, , Cold Drink Equipment, Sales Incentives, Distributor Pricing
- Verify all Red Classic/Industry safety standards and operational expectations are being met

Qualifications for account development representative

experience a plus

- Experience of enterprise B2B phone sales/lead nurturing
- Experience of selling business-critical enterprise software applications
- Experience in working with a partner network
- Demonstrable experience of effective telephone and face-to-face communication and presentation skills to board-level executives
- Good listening and documentation skills