



Example of Account Development Representative Job Description

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Our growing company is hiring for an account development representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for account development representative

- Drive operational excellence and improvement with all involved internal and external parties
- Work with customers to establish any necessary KPI's, SOP's, or Scorecards and work internally to ensure the proper maintenance of any relative rate tariffs, accounting issues, or other administrative aspects of the account
- Work with IT and Business Analysts to establish any necessary Business Intelligence
- Develop and facilitate any necessary quarterly or annual business reviews
- Work with customer to uncover needs and identify opportunities for account penetration and develop/implement solutions
- Plan and execute long term solutions for customer issues through creative problem resolution and root cause analysis
- Deliver industry leading service to all internal and external trading partners
- Augment portfolio of business by cold-calling on small to mid-size customers and closing by self (or with assistance other organizational resources)
- Conduct outbound opportunity development from account profiles
- Meet and where possible exceed individual goals set for pipeline and lead generation from both AD and FM lead sources

Qualifications for account development representative

- Ability to work and communicate with sales leaders, consulting teams and

- Facilitate resources necessary to further sales cycle such as Solution Consultants, Customer Services, Marketing
- Provide timely and accurate information to management such as forecasting, territory plans, business objectives
- Two or four-year undergraduate degree in business preferred, High School diploma required
- Two to three years' customer account management experience, preferably in a manufacturing environment