



Example of Account Development Representative Job Description

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Our innovative and growing company is searching for experienced candidates for the position of 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

- Engage in the ongoing development of the Account Development role
- Qualifying all inbound sales leads to determine how interested they are with our products
- Assigning a minimum number of appointments per quarter for the direct sales team
- Maintaining accurate accounts, opportunities and contact information in SFDC and delivering reports to management and providing the feedback you've gained from talking to prospects
- Drive sales through successful interaction with Customers and effectively execute Frito-Lay programs and initiatives
- Utilize analytical and fact-based selling skills to grow volume, revenue, and profitability goals for the assigned territory
- Maintain and build strong customer rapport with all accounts in order to grow and develop Frito-Lay sales
- Prepare and deliver sales presentations to customers as required using business acumen and insights
- Influence and communicate across multiple Frito-Lay sales force members to ensure promotional displays and incremental product that are sold are executed
- Responsible for achieving a Sales Plan on a monthly/period basis

Qualifications for account development representative

- ONLY 20% of residential care communities use an EHR platform, which means there is a ton of opportunity for you to dip into this untapped market and establish relationships
- Fluent proficiency in German and English
- Three to five years of customer service experience in a high volume and fast paced environment required
- One year of prior business-to-business sales or customer service experience preferred
- Located in Hamburg or Frankfurt (or willing to relocate)
- 3 - 5 years transportation, account management, or customer service experience a plus