



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. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for account development representative

- Drive a varied mix of inbound and outbound activities at the very front of the sales funnel to identify, create and develop qualified opportunities and hand over effectively to the outside account executive (i.e., candidate is a "hunter" not an "order taker")
- Have met your new team and had fun playing with some new tools
- Become a part of the wider Austin family
- Understand how our Account Development, Marketing and Account Executive teams all work together
- Have had a successful sales bootcamp training
- Have worked with our Account Executive team on your first opportunity
- Have shadowed a ton of calls and practiced several role plays
- Started delivering your ramp quota
- Know our sales funnel inside and out, and feel confident to add value to our sales org
- Show clear delivery of our sales methodologies

Qualifications for account development representative

- 10,000 baby boomers will turn 65 every single day for the next 16 years
- Establish, develop and grow new business relationships over the telephone with influential contacts within Key Accounts within Japan
- Develop long-term strategic relationships with key companies at the C-levels

- Would have consistently exceeded key performance metrics
- Capable to manage and succeed in a high stress environment