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# Example of Account Development Manager Job Description

Our company is searching for experienced candidates for the position of account development manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for account development manager

* A strong understanding of competitive supply chain financing tools and the optimal working capital solutions is vital to the role
* Ongoing program oversight to ensure sustainable supplier management will be a critical component of long term responsibility
* Strong project management skills will also be required to facilitate SME involvement in designing and implementing robust programs
* The candidate will be responsible for leading key discussions focused on integrating B2B tools with organization’s ERP systems conducting full P&P work stream discussions
* Working closely with various stakeholders within the client network to identify top B2B opportunities, enhance the customer relationship to drive program growth, profitability and client satisfaction
* Strong understanding of competitive environment and the optimal P2P solutions is vital to the role
* Use all information
* Hire, train, and manage a team of Account Development Reps responsible for OUTBOUND prospecting and cultivating new sales opportunities
* Motivate Individuals and team to exceed objectives through coaching, weekly one on ones, daily metric tracking and creative incentives
* Provide regular coaching and mentoring to team members

## Qualifications for account development manager

* Ability to build relationships and effectively communicate with Procurement, Finance and Treasury professionals
* Seeking a minimum of 5 years prior strategic relationship management and/or sales experience
* Entrepreneurial approach to portfolio management
* The candidate should have very strong B2B skills and excellent understanding of financial statements / balance sheets
* Bachelor or associate's degree in a business-related field or equivalent work experience
* This position will cover Clarksville & Montgomery County territories)