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# Example of Account Development Manager Job Description

Our innovative and growing company is looking for an account development manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for account development manager

* Screen, interview, hire, motivate, lead and coach Account Development Specialists to meet and exceed sales objectives
* Support the training of Account Development Specialists to achieve a successful and efficient team
* Hunt for new Dealer business opportunities by identifying needs of customers and trends in your assigned market
* Build existing Dealer volume base of assigned accounts through regular customer contact, monitoring and coordinating with our groups to ensure service requirements are met
* Participate in trade shows, training events or other customer related events
* Provide weekly reports to Regional Zone Manager on business activity
* Join an industry leading company!

## Qualifications for account development manager

* Minimum of 5 years Sales experience in the Printing industry with prior management experience
* Experience in doing global business with Japanese companies/culture and in other regions of the world
* Solid background and understanding of the Corrugated business and industry
* In depth knowledge of EFI’s Corrugated product line is essential
* Identify client needs and match them against AXP products and services with the aim to sell appropriate solutions to deliver increased value and greater client engagement
* Oversee ongoing servicing, operational, regulatory, debt management and reporting needs/projects