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# Example of Account Development Representative Job Description

Our 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

* Engages Automation Qualified Leads (AQLs), and outbound prospects to contacts in target accounts
* Appointment setting with key influencers and P&L owners (Sr
* Generates demand and nurtures potential interested accounts through a clearly defined qualification process
* Engage, nurture contacts and schedule appointments for field sales to advance the sales process
* Weekly reviews of target accounts, new contacts added and any sales and marketing intelligence
* Stays informed of customer business opportunities, current conditions, future prospects, active measurements, market condition and competitive issues
* Display self-discipline and focus to effectively manage an intense and high volume business
* Achieve or exceed daily, weekly, monthly and quarterly goals
* Research and build new and existing accounts
* Build and establish relationships with applicable Corporate Business Rental accounts

## Qualifications for account development representative

* Reframes and challenges the way customers view their businesses
* Then, you’ll engage with your assigned territory of prospects to understand their business and look for opportunities to schedule a meeting for them with our Account Executives
* You will use our Customer Relationship Management (CRM) system to track progress, schedule activities, and document relevant information on prospective customers
* Your day might also include taking a break and heading down to our gaming lounge to play a game of pool, hit the gym, play Wii or Xbox, ping pong, or fit in a few holes at our golf simulator!
* Let’s start by mentioning that 21 ADR’s have been promoted into new positions in the past 2 years!
* An Account Development Representative typically progresses into a Business Development Representative, then to a Senior or National Business Development Representative