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# Example of Account Development Representative Job Description

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