Downloaded from <https://www.velvetjobs.com/job-descriptions/account-development>

# Example of Account Development Job Description

Our innovative and growing company is looking for an account development. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for account development

* Achieving Corporate Card, Business Travel Account and Corporate Purchasing Card Penetration and Sales Productivity Targets within existing customer base wherein existing Customer Base Will Consist of Medium Size Indian & Multi National Corporates
* Ensuring that the team reaches annual product distribution targets, whilst working with leading brands in the watch, fashion, jewellery, sports, automotive and fitness space
* Business development and account management activities such as pipeline and proposition development
* Manage internal conflict and inter-departmental push back for contracts and closings
* Develops and executes short-term and long-term strategic plans, and annual goals to achieve our Lottery customer's overall business and sales objectives
* Achieves established budgeted revenues and profit margins for all product lines within the jurisdiction
* Develops and maintains positive relationships by demonstrating a clear "Customer First" attitude, and ensuring that philosophy permeates the entire operation's mindshare
* Negotiates major requirements, deadlines and concerns with lottery officials
* Engages and oversees vendor relationships and/or third-parties for services that may be outsourced
* Leverages corporate resources to facilitate data-driven analysis to support sales growth opportunities

## Qualifications for account development

* Effective portfolio management
* Ability to develop daily, weekly and monthly call plans
* Strong relationship management skills and broad business acumen
* Ability to create and foster relationships across the broader Premier Relationship Management team and cross-functional partners
* Strong financial acumen, understanding of business financials, and ability to create a financial business case
* A growth mindset with the ability to embrace challenges, think in new directions, take risks and learn from mistakes