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# Example of Business Development & Account Job Description

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

## Responsibilities for business development & account

* Partner with internal functional leaders to manage opportunity evaluation and pricing process
* Participate to the sales organisation financial planning, led by the Sales Director
* Manage and facilitate the effective use of available resources to achieve/exceed annual Budget targets for volume, revenues and profitability of specified territory
* Support and Lead, when requested, New Product launches, based on surface modification technology, from conception through value development and sales execution as key interface with customers and field sales force during the product launch phase
* Plans and manages the sales effort for assigned customer base to meet and exceed monthly, quarterly and annual sales goals
* Develops annual budgets for assigned accounts
* Coordinates with product marketing group to map value chain for automotive OEMs to support monthly forecast
* Confers with the internal operation personnel suggesting changes and improvements in design and provides specific information through the Engineering Action Request (EAR) system
* Controls expenses appropriate to job performance and assigned accounts
* Develop and maintain business relationships with customer executives and staff within key accounts and have a strong understanding of their customer base and market

## Qualifications for business development & account

* Business level English required, Mandarin an advantage
* Meet and exceed revenue, sales values and sales meeting targets in the region
* Experience in a face-to-face sales/ new business development role
* Bachelor’s degree required with a scientific, engineering or business discipline
* Membership and active participation with organizations like AFCEA is highly desired
* Current Secret or higher security clearance is highly desired