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# Example of Customer Development Manager Job Description

Our company is looking to fill the role of customer development manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for customer development manager

* Utilizes internal/customer business systems to manage and maximize plans (i.e., LYNX and ISIS)
* Creates impactful, insights-based presentations in powerpoint in order to translate sales objectives into customer strategy and business plans around distribution, merchandising, promotion, and planogram placement
* Work with administrative resources to complete forms, contracts, customer templates
* Use computer applications including Excel, PowerPoint, and Word to build and maintain spreadsheets, presentations, communications
* Be an active and vocal member of the Sales team and contribute to the generation of ideas to deliver the sales strategy
* Design and deliver growth and improvement projects in customer information solutions in order to ensure maximum synergies and value for money
* Manage the overall delivery of projects to ensure adherence to appropriate methodology, budget policy, financial controls process and procedures
* Plan and coordinate a team of capable delivery resources to achieve optimal utilization of business outcomes
* Actively manage key internal and external relationships including the Transport Cluster to create an effective interface, share information, manage dependencies and align projects to deliver outcomes
* Establish strategic presence of the represented client brands across the store

## Qualifications for customer development manager

* Business reviews professionally conducted with customers
* Budget control and effective resource allocation
* Work with Channel manager and trade marketers to ensure sales goals and objectives are efficiently met
* Create teamwork environment with Territory Manager, field sales and ASR
* Support Channel Manager in strategy, competitive analysis, product positioning and sales review
* Provide annual sales forecasting and monthly rolling forecasting