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# Example of Development / Sales Job Description

Our company is growing rapidly and is hiring for a development / sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for development / sales

* Track, qualify and route leads sent from all sources including but not limited to direct mail campaigns, inbound and outbound calling, marketing, new sales group, special events, trade shows and company web sites
* Identify development potential in related accounts by studying current business
* Explore actively new opportunities together with the respective Account Managers and follow up by setting meetings
* Plan, develop, implement and follow up of sales and activity plans, key account plans and other sales development activities, together with other stake holders like AMS, GSAMs
* Initiate sales process by building relationships with key customer personnel
* Develop sales by making initial presentation
* Support closing sales by overcoming objections
* Give applicative support incl
* Continuously document and validate progress of projects in related CRM systems (GPS, Bridge)
* Update job knowledge and expertise by participating in educational opportunities

## Qualifications for development / sales

* The ability to mentor multiple new DMs in the Zone
* Ability to interface at various levels (GO management staff, Agents, HO staff, ASC’s)
* Excellent communication and rapport with the agents and managers in the General Office
* University degree, preferred in Finance or Marketing
* Minimum 5 years’ experience in sales and automobile lending (lease and retail)
* The incumbent must demonstrate attention to detail