



Example of Account Specialist, Client Development Job Description

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Our company is growing rapidly and is hiring for an account specialist, client development. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for account specialist, client development

- Support comprehensive client account plans through application and understanding of client's organization, industry and objectives
- Analyze NPD's Apparel & Footwear consumer survey based data, identifying industry trends and competitive threats opportunities for the assigned retailer in areas such as assortment and seasonal planning
- Responsible for building and nurturing relationships with client contacts, as this person will be the day-to-day contact and will be on-site at the client 2 days per week
- Deliver constant and proactive communications with Target onsite team, especially regarding any issues that may effect timely delivery
- Desire for high visibility within NPD/Client even at the senior most level strong desire to be an early adopter and learn new/emerging NPD offerings a must
- Develop a strong comprehension of how the client and manufacturer/retailer relationships can be applied to assist customers in obtaining market share and growth profitability while also advancing NPD's reputation, positioning and growth
- May require travel to participate in client meetings
- Support your manager growing the current retailer panel identifying new business opportunities by getting new categories from the stores
- B2B project champion - working closely with Local B2B leads on merchant referrals

Qualifications for account specialist, client development

- BA/BS degree or equivalent preferred but not required
- 1-2 years in client service, market research, marketing or sales role supporting large or multiple accounts
- Aptitude to understand point of sale data and market research solutions to generate analyses and recommendations, experience with syndicated data plus
- Knowledge of the books industry and book retailers preferred
- Experience selling products/services, as this individual will contribute to team revenue and opportunity pipeline
- Excellent analytic skills, with the ability to transform large data sets into compelling solutions to address the client's unique business issues