



Example of Business Development Account Manager Job Description

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Our innovative and growing company is looking for a business development account manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for business development account manager

- Manage all aspects of the sales process including lead generation, qualification, evaluation, and closing deals in collaboration with Lenovo Technical Selling community
- Nurture relationships, build value, handle objections, create urgency, and collaborate strategically with sales leadership to close new business opportunities
- Contact Dealers each and every month, communicating a willingness to assist in ensuring that dealer fully complies with Costco protocol in Sales, Service to Costco member, lead maintenance, Extranet monitoring of invoices for payment
- Work with all Residential Carpet and Hard Surface Sales force to answer any questions related to supporting the business development initiatives such as Costco, Insurance Restoration, Cushion, Foreclosure replacement, and other initiatives as defined
- Ensure that all dealers are equipped with all samples and merchandising required to execute the shop at home model required in lead generating businesses any unique displays
- Ensure that all dealers are billed properly and accurately for any fees related to servicing Costco, Insurance Restoration
- Communicate directly with the Assistant Buyer for Flooring for Costco to ensure that any issues between Shaw, the Costco Dealer, or Costco are properly implemented and communicated

- Take ownership of all coordination of Sample Specs for all merchandising required and sample fulfillment with Sample liaison, Samples Coordinator, and Samples management
- Grows Washington Gas market share in assigned sector by building relationships, selling natural gas technologies, tracking leads, and developing a market segmented marketing plan

Qualifications for business development account manager

- Prepared to work unsociable hours
- Prepared to travel often within territory and from time to time to other locations
- IBM Field Sales or equivalent Partner relationship experience is a MUST
- Documented history of achieving and exceeding sales quota
- Excellent English written and oral communication skills with the strong ability to influence others
- Candidate is expected to spend majority of time in customer sites