



# Example of Client Development Job Description

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

## Responsibilities for client development

- Work closely with retail teams in each pilot store to drive clienteling mindset and capabilities, , follow up on trainings, work with Store Managers on implementing initiatives and coaching their teams
- Closing deals independently in collaboration with the team
- Responsible for responding to incoming client enquiries via telephone and email
- Conduct project feasibility assessments through internal and external resources
- Advise internal teams on sample availability and Lightspeed GMI's delivery capabilities
- Communicate effectively with both internal and external teams and prepare accurate and timely proposals for clients
- Develop and execute comprehensive client account plans
- Identification and prioritization of client issues/concerns
- Build relationships with the Client
- Lead internal cross-functional teams to prepare and deliver objective-based solutions for clients

## Qualifications for client development

- Excellent and persuasive communication skills (both written and verbal) and the drive for good client service
- Proficient in Media buying/planning terminology

- Proficient in publishing reporting systems including PeopleSoft, DART and Salesforce
- 5+ years IT experience working with Windows-based client software and hardware platforms including key software components such as Microsoft Office, Internet Explorer
- Microsoft System Center Configuration Manager (SCCM) Console for software delivery