



Example of Client Development Job Description

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Our innovative and growing company is searching for experienced candidates for the position of 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 client development

- Ensure broad development with client's senior management in order to strengthen and deepen the partnerships between Marketing Werks and the client
- Assist in development, analysis, and implementation of client's sales and marketing objectives
- Responsible for personal production the performance and development of the recruiting team
- Ownership of partnership contract negotiation, renegotiation, notifications, term sheets
- You will lead an existing business base and manage existing accounts to grow and retain business and meet or exceed sales goals
- You will conduct regular status and strategy meetings with management to understand products and service's needs
- You will identify upsell opportunities from existing clients and new sales leads for revenue generation to promote business growth
- You will analyze clients' business needs and develops solutions and product improvements and new development opportunities to maintain and grow business
- You will maintain awareness of market and industry trends to understand visionary environment
- You will coach and mentor junior team members on internal systems and policies/procedures

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- Proficiency in clearly explaining complex technical ideas to multiple audiences both verbally and in writing
 - Comprehensive knowledge of advertising technology
 - Demonstrated Client Solutions, Technical Consulting, or Sales Engineering Experience
 - BA/BS in engineering, statistics, mathematics, economics, information management, social sciences or a business/marketing related field
 - Proficiency with Microsoft Office and Sales Management software
 - Minimum of 7-10 years of experience in solution based sales