



Example of Customer Development Job Description

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Our company is growing rapidly and is hiring for a customer development. 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 customer development

- Delivering on the spot feedback through live monitoring, call listening, and side by sides
- Holding weekly 1 on 1's and team meetings
- Performance managing your team
- Being able to speak to their business
- Taking initiative to make decisions and act quickly
- Successfully executing new company rollouts
- Managing a fast-paced quickly changing environment with uncertainty
- Leading by example and being ready to jump on the phones if necessary
- Having a high aptitude and propensity for continuous self-improvement
- Turnkey campaign development and execution in the Western U.S. from conceptualization to close-out, including crafting customized written collateral to send to target clients and connecting with clients at multiple levels to generate new business opportunities

Qualifications for customer development

- Previous digital retail experience a plus, but not required
- 3-5 years of construction and/or distribution operations utility experience
- This position may require walking construction sites and excessive driving within the Nicor Gas territory
- This position supervises employees across the Nicor Gas territory

