



Example of Customer Development Job Description

Powered by www.VelvetJobs.com

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

Responsibilities for customer development

- Field inbound calls during high-volume time frames
- Delivering on the spot feedback through live monitoring, call listening, sitting with your direct reports
- Performance leading your team
- Leading a fast-paced quickly changing environment with uncertainty
- Identify opportunities (market, segment, category and channel) for GP with key national distribution customers that lead to value added and sustainable activations and drives business decisions
- Synthesize data from multiple sources into actionable insights that lead to development and execution of activation strategies and tactics
- Build standardized selling stories outlining insights, recommended actions, marketing needs and selling solutions that can be customized to specific business opportunities
- Develop customer specific marketing and merchandising including promotion plans
- Identify optimal assortment for customer to drive category growth and accelerate product innovation
- Lead resource with customers on their marketing, analytics and insights team

Qualifications for customer development

- Solid track record of leadership experience in Customer Development
- Team leader, understand how to manage, coach, motivate and steer teams of highly talented people

creative

- Focused on constant innovation, systematic testing and optimization along the entire customer lifecycle
- Deep comprehension of customers' value chain, language, business indicators, operations, financials and challenges
- Must possess good customer service and closing techniques skills