



Example of Customer Development Job Description

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Our growing company is hiring for a customer 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 customer development

- Responsible for heading up natural gas system expansion into new communities or markets continued expansion among existing customers
- Identify and drive opportunities for growth through conversions utilizing a consultative sales approach, promoting the benefits of natural gas over other energy sources
- Achieve annual growth targets
- Develop and drive growth strategy for new business projects in unserved communities
- Develop, summarize, analyze and interpret monthly growth metrics for communication and presentation to senior leadership to drive growth strategy and key business decisions
- Work collaboratively with technical staff and other internal departments to ensure timely design and implementation of natural gas infrastructure projects while providing a superior customer experience through the sales and customer onboarding process
- Partner cross-functionally within the organization to optimize processes to effectively support sales efforts
- Review high cost project estimates on behalf of operating departments and approve in accordance with authorization approval policies
- Balance external stakeholder (customer, regulatory agency, permitting jurisdiction,) needs with company goals and objectives to reach favorable resolution to stakeholder issues and/or concerns
- Maintain a thorough knowledge of the company's terms and conditions,

Qualifications for customer development

- Team player, ability to manage work under stress
- Willing to be assigned anywhere in Luzon
- Flexible and Independent- must be willing to be developed in spite of experience
- Demonstrated interest in sustainability strategies, energy efficiency, and renewable energy and passion to serve others and make a difference
- Meet or exceed expectations through a metrics driven performance standard
- Direct sales experiences preferred