



Example of Account Manager, End User Job Description

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Our innovative and growing company is searching for experienced candidates for the position of account manager, end user. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for account manager, end user

- Assist tendering team by providing right pricing information in the market place including competitor activities
- Identifying new requests for tender and taking necessary actions before closing date
- Ability to counsel, advise and influence
- Responsible for developing new business in designated market for end-users
- Characteristics to include honesty, integrity, hard work, enthusiasm and motivation
- Work with architects, designers, flooring contractors, end users, contractors, to select appropriate products for their projects that fit within their design criteria, budget and time frame
- Travel daily throughout assigned area to call on existing customers and prospect new customers to solicit business
- Manage project from inception to completion including identifying opportunity, product selection, specification, order placement, order tracking, delivery coordination, installation oversight, punch walk/ claim coordination(if necessary), and communication of maintenance program
- Must be motivated and comfortable working and supporting a closely knit team environment
- Must be able and competent to work with and manage customer base thru CRM (Customer Relationship Management) tool such as Salesforce.com

- Three to five years' experience in selling AM/RP/3DP
- Master of complex sales and solution selling
- Demonstrates leadership and initiative in successfully driving full portfolio including hardware, supplies and services needed for the customer's requirements
- Ability to uncover customer needs and recognize new solution opportunities
- Minimum 5 years of experience in technical sales
- Bachelor of Science degree in an Engineering discipline or equivalent 4 years' experience