



Example of Account Manager, End User Job Description

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Our company is looking for an account manager, end user. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for account manager, end user

- Keep the CRM system up to date with all sales related activity including (but not limited to) meeting schedules, meeting notes, contact persons, business plans, marketing plans as appropriate, quotations, price requests, revenue forecast data, SKU requirement data, schedule dates and sales team members
- Furthermore, sales data, progress on incentives, new product releases, sales trending and all other key performance indicators should be monitored and managed on a pro-active and continual basis
- Responsible for achieving and exceeding the annual sales target through the maximization of business opportunities in the assigned geography
- CSM business consultant for the Regional Sales/CSM Business Manager and supports the implementation of the company strategies
- Supports Account Managers and Sales Resources in customer activities and is the coordination point for all product marketing activities within the defined geography
- Supports skill development of direct and indirect sales force through product updates, training on new technology
- Supports the value transformation from technical features into commercial values, develops and implements assisting tools
- Supports the sales organization in all price related areas and manages the related processes

- Collaboration with the Commercial Channel organization will be crucial to optimize revenue and margin through these channels

Qualifications for account manager, end user

- Drive closure of identified opportunities directly with enduser in collaboration with PageWide XL-certified resellers and CEP / HP printing enduser sales team (as needed)
- Develop and coach PageWide XL reseller account managers to become experts in technical production market (HW, software, consultative sales)
- Product scope is HP PageWide XL, SmartStream, PartnerLink, ink, accessories and services
- Route to market is channel with selective distribution on HW, Supplies and Service
- Preferred candidate to live in or around Midland or Odessa
- Bachelor of Science degree in an Engineering discipline or Business related field