



Example of Account Manager, End User Job Description

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Our growing company is searching for experienced candidates for the position of 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

- Close alignment with the local management team
- Manage and Plan Accounts
- Negotiate and Close
- Articulate and Deliver Value Proposition
- Manage Momentum Through the Sales Cycle
- Become an industry expert
- Growth in existing account and acquisition of competitive / new accounts
- Improvement in customer satisfaction for assigned account packages
- Develop and execute strategic account plans for assigned accounts through disciplined planning and sales execution process
- Lead the relevant stakeholders, internal and partners (Distributors, System Integrators, OEMs, etc) in the execution of tactical actions in pursuit of the strategic objectives defined in the Account Plans

Qualifications for account manager, end user

- A bachelor degree and 7+ years of quota-carrying, complex, solution selling sales experience in industrial manufacturing facilities
- Preferred candidate to have automation sales experience in the Life Sciences or Food and Beverage industry
- Minimum 5 years experience working as a Sales Manager/ Account Manager

- Minimum 5+ years of successful sales experience in technical sales, distributor, integrator or engineering firm
- Minimum 5+ years of successful sales experience in technical sales, distributor, integrator or engineering firm with HS diploma/GED or an AAS degree