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# Example of Account Manager, Sales Job Description

Our company is looking for an account manager, sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for account manager, sales

* Establish clear and measurable quarterly objectives aligned with the business plan
* Maintain detailed customer records on an on-going basis, and provide additional written detail on important customer developments or feedback by request
* Establishing rapport with clients
* Asking questions to uncover clients' needs
* Selling technology solutions that lead to long-term customer relationships
* Closing deals/Sense of urgency
* Delighting customers with world class 'after the sale' support
* Multi-tasking in a team oriented environment
* Make outbound follow-up calls to existing customers via telephone and e-mail
* Cross-sell and up-sell

## Qualifications for account manager, sales

* Candidate must be willing to travel throughout the region, extensively, to call on new and existing customers
* Approximate 30-60% domestic travel is required
* Travel· Extensive overnight travel is required
* Very strong Customer focus – ability to articulate and define value for the customer
* Experience in working with return on investment and total cost of ownership models preferred
* Excellent verbal and written communication skills essential to navigating between the operations and senior level decision makers