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# Example of Account Sales Job Description

Our company is looking to fill the role of account sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for account sales

* Order input/processing
* Liaising with production to ensure delivery schedules are correct
* Supporting customers, ensuring expectations are met and maintained
* Assisting external sales team to grow accounts and ensuring customer satisfaction
* Ensuring customer satisfaction delivered & surpassed
* Develop strategic and tactical sales and marketing plans, set sales goals and analyze opportunities to grow market share within the East Texas and North Louisiana area E& P organizations
* Proven track record of close on sales at all levels, field, city and executive
* Responsible for development of sales forecasting and tracking, marketing rollout and contract negotiation
* Upload all contacts and manage all sales opportunities using company Licensed CRM (Salesforce.com)
* Builds relationships with key decision makers

## Qualifications for account sales

* Bachelors’ degree plus at least 5 years’ related experience as a direct field sales professional or equivalent combination of education and experience
* Minimum Bachelor's Degree in engineering or business required
* Graduate Degree such as Masters or MBA is desirable
* Prior experience in channel management is a plus
* Must be able to work with customers to identify and understand sales requirement and concerns relating to technically advanced engineering designs and manufacturing scenarios
* Must have strong interpersonal and communication skills and be able to manage difficult situations