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# Example of Commercial Account Manager Job Description

Our company is hiring for a commercial account manager. 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 commercial account manager

* Coordinate customer service response with functional peers for assigned customers
* Identify and initiate capital projects to support new business growth or enhance asset profitability
* Complete special projects and annual objectives as assigned
* Deal with a wide variety of people, internally and externally, with tact, courtesy and professionalism
* Lead the commercial channel team and work very closely with the category to ensure HP partner lead commercial sales achieve the set target and KPI
* Focuses on larger deals/opportunities and value and/or volume portfolio management, and selling HP Commercial PC product in part of Shandong Province
* Responsible for achieving/managing sales quota
* Middleware – Mainframe – Midrange – Database Services – Dataware Services
* Security of Middleware against external or internal threat vectors and vulnerabilities
* Advice, governance and conformance against standards and industry best practice

## Qualifications for commercial account manager

* Must be knowledgeable in standard industry practices and trends, and related policies, including ability to attend conferences and training/refreshers as required
* Must possess general understanding of how corporate policies, procedures, practices and processes relate to associated business units, other region peers, and internal and external customers
* Advanced proficiency level with Microsoft applications, including but not limited to Outlook, Word and Excel for the purpose of word processing, spreadsheets and analysis, and financial modeling
* Carry a company-provided cell phone and be available to respond during working hours, and occasionally during non-working hours
* Has deep knowledge of PC product
* Technical maintenance and full end to end lifecycle activity for the Barclays Middleware Estate