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# Example of Commercial Account Manager Job Description

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

## Responsibilities for commercial account manager

* Achieve personal targets and KPIs
* Improve relationships with existing TPIs and develop and grow relationships with new consultants and customers directly and actively secure new customers
* Convert prospects into completed sales and build long term pipelines
* Develop and maintain relationships with customers and chosen TPIs
* Proactively help to develop new processes
* In charge of commercial PC sales in assigned large enterprise accounts
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* As a core member of the sales team, you will be responsible for a dedicated set of commercial accounts, both existing and prospective target accounts
* Using your initiative and solution-selling experience, you will build relationships at a senior business level in order to identify customer pain points and gauge the extent to which the Hitachi Vantara portfolio represents sound resolutions to these business challenges
* Based on your thorough understanding of customer requirements, you will highlight relevant offerings from the Hitachi Vantara portfolio to IT and business departments, ultimately developing these into sound sales opportunities

## Qualifications for commercial account manager

* 2 years HVAC experience preferred, not required
* Able to interface with senior levels internal to the company and external client and partner groups
* Minimum 1 year tele-sales or related experience
* 1+ years experience in telephony, data, and video systems sales preferred
* Experience should be in line with the Hitachi Vantara internal grade identified for the role
* Ability to probe, listen, qualify and resolve concerns or obstacles to a sale in a logical fashion, emphasising the Hitachi Vantara solutions that will deliver maximum benefit