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# Example of Consultant, Account Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of consultant, account. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for consultant, account

* Partner with operations and customer service teams to coordinate and ensure smooth and timely implementations of Facility Solution programs
* Consultatively presents and sells office solutions that include hardware, software, and managed print services
* Maintain high level relationships within the territory, developing and retaining relationships in all aspects of the accounts, with their corporate offices
* Manage current prime vendor accounts on product and logistics issues for Supply Chain customers
* Drive operational effectiveness and lead corporate initiatives within accounts
* Ensure customer compliance to Prime Vendor Agreements, including but not limited to Management Matrix Performance (MMP), Small Vendor Order Fees (SVOF), Generic Compliance
* Report to the IDS Core Account Management Director
* Responsible for RFP process and negotiation of IDS Supply Chain PVA renewals for customers in order to maintain and extend contracts to retain Supply Chain with the Core Account Management for larger PVA renewals
* Train customer on ordering system (Order Express) and all self serve reporting functions
* Coach/collaborate/support National Markets- Acute

## Qualifications for consultant, account

* Recognize colors, sizes and types of product
* Exceptional consultative problem solving and influencing skills
* Relies on current offers, tools, product knowledge and roadmaps to troubleshoot and problem solve for practice in an effort to retain and create loyalty
* Demonstrated ability to influence business outcome through a consultative advisor approach
* Comprehension of software-as-a-service business model
* Attention to detail and ability to track, diagnose and determine next steps in a plan