Downloaded from <https://www.velvetjobs.com/job-descriptions/corporate-account-manager>

# Example of Corporate Account Manager Job Description

Our growing company is hiring for a corporate account manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for corporate account manager

* Coordinate, implement and conduct sales presentations and negotiations related to GPO opportunities
* Provide strategic and technical planning to aggressively manage the overall GPO to ensure appropriate pre and post sales, service and support activities
* Take a consultative sales approach at both the individual GPO account level and at the GPO corporate level
* Collaborate with the Corporate Account team to ensure that all GPO proposals and contracts align with national Corporate Account guidelines
* Develop growth strategies within a GPO designed to position Radiometer products deep and broad within the health system
* Position 1st Automatic as a patient care solution for C-suite and Executive consideration
* Conduct regular meetings and business reviews with key decision makers employed by the GPOs in order to build and maintain a professional rapport
* Develop financial analysis and business case, as needed, to facilitate a financial strategy for each GPO
* Participate in sales forecasting, RAD sheet development and BAS management to foster a team selling approach
* Public relations at all levels

## Qualifications for corporate account manager

* 5 years Sales experience in food sector
* Strong organizational and time management skills are critical – must adhere to deadlines, multi-task and be able to prioritize
* Proactively seizes selling opportunities by demonstrating the ability to move seamlessly between technical product expertise and business development discussions
* Look for opportunities to grow the business within the client portfolio
* Act as a client advocate within the company
* Must have proven ability to analyze and make decisions based on complex financial and travel management data