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# Example of Director, National Accounts Job Description

Our growing company is hiring for a director, national accounts. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for director, national accounts

* Establish and maintain superior relationships with Vision Care’s customer partners at all levels within the organization cross functional department alignment internally senior buyer and executives
* There may also be opportunities to engage medical and specialty societies, hospitals and hospital associations, and state regulators
* Interfaces with the customer with an executive general management approach, bringing strategic value opportunities to the customer that span the capabilities of the Coca-Cola system across the enterprise (inclusive of Commercial Leadership, Supply Chain, Field Execution, Brands, Bottler )
* Collaborate with cross functional teams (including Marketing, Purchasing, Operations, ) to drive solutions to customer needs
* Effectively manage direct, and non-direct, employees in a matrix environment
* Directs the development, planning, prioritization, approval, implementation and compliance of on-going programs related to National Accounts Sales operations support
* Provides subject matter expertise related to Salesforce.com CRM tool in response to day to day business issues
* Manages relationship with Salesforce.com and partners with corporate and regional business areas
* Develops sales report documentation to support meeting presentations and the tracking and reporting of the program’s success
* Evaluates the effectiveness of existing multi-line distribution channels and recommends changes to maximize sales effectiveness

## Qualifications for director, national accounts

* Ability to decision complex accounts and understand risk implications
* Commitment to Company and Departmental Focus
* Strong Urgency / prioritization and Execution Skills
* Effective interaction with different departments throughout FDMS
* Mainframe Navigation Skills
* Moderate Credit Diversity