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# Example of Director, National Accounts Job Description

Our company is hiring for a director, national accounts. 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 director, national accounts

* Performs market opportunity analyses to identify new market opportunities and evaluate ongoing competitive conditions
* Develops key metrics to track and evaluate sales results against targets, the effectiveness of existing sales channels, and the alignment of sales staff with market opportunities
* Partners with leadership in national businesses to develop sales strategies and align incentive compensation to increase sales
* Achieve quarterly and annual bookings quota for all assigned named partner(s)
* Select, retain, develop, and manage direct employees in order to meet or exceed objectives
* Direct and manage team to successfully execute on goals and business plan
* Oversee execution on marketing and business plan with named partner(s)
* Identify new market opportunities within account(s)
* Cultivate strong consultative relationships with key individuals and executives at assigned national partner organizations and act as a single point of contact to ensure partner satisfaction
* Accurately forecast revenue for named partner(s)

## Qualifications for director, national accounts

* Excellent written and oral communication skills, budget management and negotiation skills
* Strong / Excellent Financial Skills
* Excellent Customer Service and interpersonal Skills with track record of dealing in adverse situations
* Able to exercise sound credit judgment and possess strong decision making skills
* Must have excellent time management skills and be able to complete multiple daily tasks within established time requirements
* A minimum of 5+ years in a HEMA based role is required