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# Example of Field Account Manager Job Description

Our innovative and growing company is searching for experienced candidates for the position of field account manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for field account manager

* Sales expansion responsibility and introduces new products and services to existing clients
* Responsible for reviewing current accounts, selling new products to existing accounts, and gaining placement of existing to accounts that do not yet carry them
* To develop / update the running specialist strategy (CoS Running)
* Discuss and structure financing opportunities directly with end-users
* Engage with Apple Retail Market Leaders and sales teams
* Maintain and provide customer information to the SAE / Analyst on service trends, myuhc adoption, eServices adoption, wellness initiatives, and improvement opportunities
* Actively engage and participate in location visits and presentations to existing and prospective customers
* Ensure that a process is in place to manage customer queries and concerns effectively and efficiently
* Prepare budgets and negotiate with clients ensuring positive growth in order to achieve and exceed sales targets
* Develop a strong team with the right skills and capabilities to develop growth

## Qualifications for field account manager

* Strong interpersonal skills with the ability to build and maintain professional business relationships
* Self-motivated and ability to manage time effectively to meet all established deadlines and goals with minimal supervision
* Prior experience in the Health & Beauty or Cosmetics industries
* Some sales training, sales management or internal marketing experience
* 3+ years of work experience in a sales, account management or customer service role in the insurance industry preferred
* Must be able to make professional and compelling presentations