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# Example of Field Account Manager Job Description

Our company is looking for a field account manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for field account manager

* Build and maintain strong professional relationships with all in-store personnel District, Regional, and Market Leadership that can be leveraged for increased sales
* Prepares sales quotations and proposals, including any activity that has to be outsourced, in respect of expected margin
* Works closely with Inside Service Sales Representatives and the Business Unit account manager to maximize business opportunities
* Maintain and provide customer information to the SAE / Analyst on service trends, myUnitedHealthcare adoption, eServices adoption, eCR adoption, wellness initiatives, and improvement opportunities
* Participate in sales training programs as presented by the company to develop appropriate selling skills consistent with the Company philosophy, policies and procedures
* Plan and execute the business development and management goals for the division as set forth by the director of sales
* Works with distributors to identify, develop and help close new business
* Organizes visits to current and potential clients with distributors
* Collects and enters basic information on customer accounts, decision makers, product needs/issues
* Submits short and long-range sales plans and prepares sales strategies utilizing available marketing programs to reach nominated targets

## Qualifications for field account manager

* Residency in Fresno is preferred and residency in the central valley is required
* Associate's Degree in technical discipline or equivalent
* 3 or more years of industrial field service related experience
* Strong mechanical and electrical knowledge and skills
* Electronic knowledge and ability to utilize common instrumentation, tools and equipment
* Advanced hydraulic systems knowledge and skills