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# Example of Junior Account Manager Job Description

Our company is hiring for a junior account manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for junior account manager

* Overall development of 1 of top 4 major national retail customers including strategic business plan creation and execution based on company strategy
* Development and maintaining effective and leverageable working relationships with assigned customer across all departments
* Participation in annual contract negotiations
* Create and execute on the Portfolio penetration plan in territory
* Develop & execute Digital campaigns
* Design and Execute eCommerce strategies, plans and marketing initiatives
* Analyze data trends and financial data
* Understand market and customers in depth
* Build cooperative business relationship with customers
* Joining as a (Junior) Account Manager/in you‘ll be part of our commercial team and will be responsible for the management of our agencies and our existing accounts

## Qualifications for junior account manager

* A thorough understanding of trade initiatives such as JBP, Scorecard, Category leadership, is a plus
* Upper Intermediate English (written & spoken)
* Bachelor degree, or similar relevant education
* Demonstrate ability to develop meaningful relationships with assigned key accounts that promote long term partnership
* You will need to be well organized and a communicator extraordinary cause you‘ll be liaising with other teams within AppLike with clients
* Generate strong relationships with key clients and act as point of contact for those