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# Example of Key Account Specialist Job Description

Our innovative and growing company is looking to fill the role of key account specialist. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for key account specialist

* Provide timely updates to Regional Manager on ongoing business activities, competitive conditions, industry trends
* Develops and applies understanding of customer organizations and networks and of diverse influences that affect customer decisions
* Uses knowledge of customer situation and trends to optimise customer calls
* Deploys and uses approved Marketing and Sales promotional materials and programs
* Navigation product training
* Develop and implement annual territory business plan based on market data and marketing plans
* Provide actionable recommendations and analytical insights (via live presentations of market overview, issue focused, ) to resolve clients' business challenges and develop client's business
* Maintain both external and internal business correspondence (communications, contracts, proposals)
* Responsible for achieving the sales targets and delivering goals set by the National Sales Manager in a complex buying environment for every key business accounts (including sales vs
* Allocates resources , budgets/time across designated accounts, taking into account segmentation and targeting criteria

## Qualifications for key account specialist

* Fluency in communication both in Arabic and English
* Minimum 1 year of experience utilizing a client relationship management tool
* Proven account management experience within the oncology, haematology or rare blood diseases
* Experience working with high cost products
* ABPI certificate preferred
* Business acumen with the ability to effectively prioritise and focus on target centres to maximise business