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# Example of Key Accounts Job Description

Our company is searching for experienced candidates for the position of key accounts. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for key accounts

* Work strategically to meet and exceed goals
* Ensure detailed and accurate qualification of advertiser
* Attract and develop a high performing team focused on developing an initial set of five targeted accounts
* Development and preparation analytical reports on sales performance, orders fulfillment
* Works to develop cross-functional relationships with Spirax Sarco resources and other sales staff to plan and execute a sales strategy designed to increase the levels of base specifications and actual sales within identified Key Accounts
* Plans day to day activities with SSI corporate alliances and focus multi-site Key Accounts
* Collaborates closely with Marketing Development Managers, Industry Managers, Area Managers and Account Executives to insure that Sales and Marketing staff are made aware of new technologies and new products
* Participates in research to develop a list of potential future Key Accounts
* Generates case studies with validated, successful customer benefits and savings generated at all identified Key Accounts and with DIST Channel Partners
* Helps identify and qualify current and potential growth business with existing strategic partners

## Qualifications for key accounts

* Degree and above or equivalent (Commercial, Economics
* Line Management Experience in similar environment for at least 1.5 years
* A minimum of 3 years of achievement oriented sales experience with Nobel Biocare or equivalent experience with direct competition or a minimum of 4 years in achievement oriented sales, preferably in the medical device field
* Intermediate computer skills, specifically in Excel and PowerPoint
* 10+ years Healthcare – IDN - industry experience
* Master’s Degree desired, Bachelor’s Degree required