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# Example of Key Accounts Job Description

Our company is looking to fill the role of key accounts. 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 accounts

* Manages the on-going business relationships with assigned customer base by maintaining regular contact, promoting incremental products and services, resolving customer issues, negotiating creative customer solutions and renewing expiring contracts
* Seeks and recommends new products and services proactively, to increase profitability of existing and new customers
* Assists with the development and testing of new products/services through continuous discovery of customer needs
* Partners with Dealer Services and Finance to manage chargebacks and necessary research to ensure chargebacks are valid
* Represents JCI in the major impact industry association for advisory board and lobbying actions
* Develops and deploys an appropriate sales training curriculum, providing, basic selling skills, presentation and negotiation skills, consultative selling, Opportunity management, finance for the account teams and managers
* Manage and maintain the contract cost reporting system as directed by the line manager
* Prepare accurate forecasts of project cost to completion and final value
* Have an awareness of the tendering process
* Have an awareness of the various forms of contract used in the construction industry

## Qualifications for key accounts

* Demonstrated success penetrating and managing large enterprise accounts
* Minimum of 10 years of sales experience in the industrial or consumer packaging chemical coatings industry preferred
* Minimum of 5 years of sales management experience leading a team of senior sales professionals
* Minimum of 5 years of experience working with a Global customer base
* Broad / specialized technical knowledge of the packaging coatings industry strongly preferred
* Key account management experience with P&L responsibility in international B2B business, process industries sector preferably in chemicals / coatings