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# Example of Major Account Manager Job Description

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

## Responsibilities for major account manager

* Ensure the completion of timely accurate sales documentation, monthly sales forecasts, trip/call reports
* Be able to actively collect and provide market intelligence and provide ongoing bottoms-up marketing information to the marketing function related to specific customers' capabilities, market focus, targeted regions
* Understand and implement marketing strategies including product positioning, pricing, promotion, and distribution
* Develop and deliver impactful seminars and customer trainings as necessary
* Facilitate the development and publish of promotional material (electronic and traditional) as necessary
* Build and maintain account plans for each customer/prospect
* Create and maintain effective partner relationships as needed to drive targeted account business
* Establish, manage and nurture relationships with key senior level decision makers
* Build customer relationships and communication at all levels, focusing on key decision makers & C-suite working closely with decision makers
* Develop and execute service sales strategies to close New Business sales opportunities in Warranty, Installed Base, Critical Space Services, Capacitor Replacement, and large time and material opportunities renewals utilizing, where appropriate, competitive information and marketplace data

## Qualifications for major account manager

* Willingness to travel within the US
* Ability to work with multiple sales resources to assist where required – , Solutions Technical Support
* Practical experience of concepts such as Data Warehousing, Business Intelligence Data Management
* Exceptional skill in software sales within an enterprise environment and direct IT solution sales to Fortune 500 companies
* Must also be fluent in local language as this role supports our local customers
* 10+ years of sales experience in IT industry, networking experience preferred