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# Example of Major Accounts Job Description

Our growing company is looking for a major 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 major accounts

* Reviews portfolios and plans and provides coaching to enable highest level of effectiveness by sales team
* Establish strong relationships with delivery colleagues in South Africa internationally, focusing on the highest service quality to your accounts driving to personal target over-achievement
* Communicate with clients about program changes and outstanding pre-emptions
* Pull contracts, spot times, and posts
* Input miscellaneous billing contracts
* Utilize personal knowledge and contacts with the enterprise sector to develop and implement a sales plan to effectively sell VZT products and services to prospects developing ISV partnerships with system integrators, software and hardware platform companies
* Ability to meet and exceed quota targets set for establishing sales of VZT products and services
* Ability to lead RFP response teams, help develop RFP proposals for new enterprise location-based software (LBS) and location intelligence solutions
* Develop and manage strategic relationships that enhance VZT’s value proposition
* Provide training and support for partners to further develop understanding of VZT service and product offering within the enterprise LBS segment

## Qualifications for major accounts

* Experience with embedded (OEM) software sales is preferred
* Experience selling to ISV’s is preferred
* This is largely a sedentary role
* Prefer a college degree
* Atleast 2 years of relevant work experience in field sales in FMCG company
* Responsible for actively driving and managing the technology evaluation stage of the sales process, working in conjunction with the sales team/channels as the key technical advisor and advocate for our products and services