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# Example of Manager, Key Account Job Description

Our growing company is searching for experienced candidates for the position of manager, key account. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for manager, key account

* Negotiate pricing/sales contracts with customers
* Negotiate and resolve all customer complaints and/or issues
* Understand the technical product requirements for each market segment
* Interact with R&D team to transmit required product attributes based on customer needs
* Travel frequently to conduct face-to-face meetings with all customers in the territory
* Provide information needed for accurate volume forecasts and sales to Finance, Logistics and Manufacturing teams to support capacity planning and line scheduling processes
* Retain and grow business with existing accounts and acquire new accounts to increase market share
* Report all activity in the territory monthly
* Communicate with the Sr
* Utilize a consultative sales approach to create opportunities, manage the sales cycle, defend our competitive position and develop strong customer relationships at assigned accounts

## Qualifications for manager, key account

* Positive attitude and desire to be part of an entrepreneurial environment
* Flexible/Adaptive on working hours
* 5+ years Entertainment or CPG Industry Experience
* Demonstrated success in effectively managing large account business complexities and positively influencing their operating philosophies within all levels of the organization
* Understands the financial impact of decisions
* Uses and applies knowledge of the structure, culture and processes of Warner Home Video to achieve profitable business results