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# Example of Manager, Key Account Job Description

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

## Responsibilities for manager, key account

* Accountable for ensuring that each of our Key Account customers’ have comprehensively completed Account Management and Pursuit Plans (as per OneDamco blueprints), that provides visibility of status and actions taken / to be taken, for all relevant internal and external stakeholders, in order to maintain Existing Business whilst driving the pursuit of identified Additional and New Business opportunities
* Accountable for identifying all relevant tender opportunities with customers in the assigned Key Account Portfolio, with associated submissions being delivered comprehensively and competitively, through collaboration with both internal and external stakeholders
* Accountable for ensuring that each Key Account Customer has a formalised and diarised plan for regular contact with all decision making unit members, formal business performance reviews, and reviews of customer strategic intent
* Take customer ownership by identifying account needs, opportunities and key buying factors and formalize those into account plans and strategies
* Grow customer profitability by developing relationship and continuously improve customer satisfaction
* Take accountability for financial aspects of customers including budgets, pricing, outstanding
* To evolve & achieve Strategic Annual Operating Business Plans for the defined Modern Trade accounts
* Joint Business Planning with customer HQ teams to align on agenda and growth plans for the year
* Ensure compliance and adherence to existing Terms Of Trade (TOT)
* Manage range, assortment, visibility and category planograms with key customers and ensure effective execution

## Qualifications for manager, key account

* Preferable 5 years of professional sales experience from the media business
* Knowledge of how to create attractive and commercially interesting sale packages and offers
* Strong negotiation and business skills
* Ambitious, independent and good at decision making
* An analytical approach to sale and a sense of effective planning
* Social and outgoing