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# Example of Manager, Strategic Accounts Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of manager, strategic accounts. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for manager, strategic accounts

* Dispatcher (Willowbrook, IL)
* Creates and oversees the development and execution of the National Accounts volume and profit plan in coordination with the sales teams
* P&L, Budget and Forecast responsibility for the Strategic Accounts Plan
* Develops and oversees the development and implementation of a communication strategy, a promotion strategy, an execution strategy, and an overall planning strategy with Sales & Marketing
* Reviews business performance by chain and class of trade to insure adequate staffing and competency levels are in place and identifies training opportunities, as needed
* Ensures proper communication is happening to the President of Sales, Executives, Marketing, Finance and peers in sales, with regard to any major business activity on all national accounts
* To perform this job successfully an associate must be able to perform each essential duty satisfactorily
* Coordinate with remote account managers servicing satellite account locations in the US and worldwide
* Develop, maintain and grow a robust 30/60/90 day sales pipeline in order to exceed quota
* Resolve customer challenges by investigating problems

## Qualifications for manager, strategic accounts

* General Alcohol and Beverage experience required
* Familiarity with the basic tools/concepts of • Must be able to work in an entrepreneurial manner, creating strategy, setting an appropriate implementation plan, and working wherever is needed in order to meet department and company objectives
* Must be able to drive a car and travel via plane/train
* Primarily office environment but may be exposed to a warehouse/distribution environment on a frequent basis
* Must be able to drive a car and travel via plane/train frequently – up to 35% of time
* Four-year undergraduate degree or equivalent job experience required