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# Example of Manager, Strategic Accounts Job Description

Our growing company is looking for a 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

* Develop and maintain relationships with key decision makers at multiple levels spanning project design and construction teams to best position Carrier solutions for both new construction and replacement projects
* Perform needs assessments, develop sales proposals, coordinate consistent pricing, estimates, specifications, and presentations
* A strategy for providing a globally coordinated and integrated value proposition
* May require joint strategic planning, mutual investments, and situation specific approaches to mutual value sharing
* Proactively leads a joint company-strategic account planning process that develops mutual performance objectives, financial targets, and critical milestones for current year 3-year horizon
* Collaborating with leadership team to proactively introduce new ideas to drive performance, profitability
* Keep abreast of the status of assigned client’s programs
* Establish and sustain company-to-company relationships
* Manages multiple segment-specific customers
* Achieve the planned growth for revenue in the assigned accounts while maintaining or exceeding gross margin goals

## Qualifications for manager, strategic accounts

* Active in the PM Community
* Sales “Hunter” with ability to create new sales opportunities
* Able to develop and present differentiated value propositions and ROI
* Product knowledge of mobile technology (printers, scanners, handhelds) and desktop label printers preferred
* PC proficiency in Excel, Word, PowerPoint, and Contact Management Software
* Travel within the geographical area of predetermined targeted accounts required, up to 75%, visiting Bridgewater HQ and Westminster operations as needed