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# Example of Manager, Strategic Accounts Job Description

Our company is growing rapidly and is looking for a manager, strategic accounts. 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, strategic accounts

* Provide training, resources, information and guidance to internal teams to ensure a thorough understanding of the account program and the internal process to execute on that program
* Develop strategic large-scale opportunities, including the introduction of new products, by understanding the account or channel partner’s needs in the field and driving the deal concept through appropriate decision makers
* Maintain strong communication practices and procedures for all key stakeholders through the program life cycle, and ensure that the overarching methodology, templates, procedures and policies are utilized and practiced
* Proactively provide and communicate solutions of problems to key stakeholders
* Create strong collaborative team environment and successfully oversee deliverables of employees at all levels who do not directly report to you
* Conduct periodic strategic account reviews with senior leadership
* Develops and implements sales plans that include market analysis, account opportunities, short and long term goals, strategic initiatives, and measurable outcomes
* Develop plans for the key customers, manage expectations and contribute towards a high level of client satisfaction by driving growth for them
* Discuss and evolve campaigns in line with the customers marketing and sales objectives
* Revenue growth from existing and new merchants

## Qualifications for manager, strategic accounts

* Ability to travel within Mexico and the Central America region a minimum of two weeks per month
* 10+ years, successful sales of integrated electronic control systems on a Strategic basis
* Computer literate including Outlook, WORD, EXCEL, PowerPoint, Project, and the Internet
* Ability to think logically & critically
* Comfortable with basic accounting & contracting techniques & terminology
* Ability to troubleshoot issues & solve problems