Downloaded from <https://www.velvetjobs.com/job-descriptions/named-account-manager>

# Example of Named Account Manager Job Description

Our company is growing rapidly and is looking for a named account manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for named account manager

* Responsible for identifying and qualifying long-term and short-term business opportunities and actively identifying and addressing competitive threats
* Resolve market strategies and goals for each product and service
* Develop and maintain detailed account profiles including interpersonal charts for all accounts to be reviewed by management on a quarterly basis
* Manage and develop a subset of our top accounts
* Build new relationships and close new business throughout each organization
* Coordinate our business partners, industry and subject matter experts executive
* Effectively advise and influence customers through consultative selling techniques and relevant campaigns
* Enterprise Named Account manager to manage a set number of named accounts in the Spain
* Prospect and penetrate existing & new accounts, and manage multiple deals concurrently
* Develop territory sales plan, including new business sales forecast and opportunity coverage

## Qualifications for named account manager

* Ability to establish and maintain effective working relationships with customers, resellers and team members
* Experience in leading, managing and responding to competitive RFP’s
* Must possess a competitive drive and results-oriented approach
* Have worked successfully in a multi-cultural team
* Fluent to business level in written and oral English and Russian
* Be available to travel for business purposes across Russia