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# Example of OEM Account Manager Job Description

Our innovative and growing company is searching for experienced candidates for the position of OEM account manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for OEM account manager

* Manage internal resource on support Key Account customer
* Build relationships and grow sales with Food and Beverage Original Equipment Manufacturers
* Through market research, cold calls, customer contact, and other means, identify sales opportunities and leads to secure new end user business
* Create and execute strong, strategic account plans for each national account
* Comfortably discuss technical specifications with our customers’ engineering teams
* Serve as primary point-of-contact - build relationships, navigate complex/matrix organizations, and identify specific customer specifications
* Leverage our field sales team to build relationships with specific OEMs
* Coordinate and manage all customer-defined programs/projects
* Execute proposal and quote development
* Effectively develop and negotiate contracts

## Qualifications for OEM account manager

* Durham, NC office base preferred
* Bachelor’s degree in business, sales, marketing, or technical/engineering field preferred
* Trained in professional sales
* Demonstrated strategic business literacy
* Demonstrated influence ability to secure high level cross functional collaboration
* Demonstrated adaptability and resilience