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# Example of OEM Account Manager Job Description

Our innovative and growing company is hiring for an OEM account manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for OEM account manager

* Comply with required reports, requests and compliance policies
* Effectively manage field assets and resources to include, but not limited to, expense management, computer and other allocated equipment
* Ensuring customer satisfaction and loyalty
* Prospecting new business in line with his growth strategy supporting technically and commercially ongoing business
* New products/service/solutions lunches, updates and proposals delivered to customers
* Describing requirements / need coordinating efforts of technical specialists for Proposals development
* Supporting and coordinating team activities realted to assigned OEMs with the other sales teams (end users, integrators, distributors) other funtional areas
* Analysis of accounts and developing an action plan to increase agresively market share
* Analysis of competitive trends and strategies, as well the impact of new products marketed by competitors
* Reporting conclusions to sales manager

## Qualifications for OEM account manager

* At least two years’ experience in sales
* Strong understanding of computer technology
* Results-oriented team player with excellent problem-solving skills
* Ability to act as a sales consultant to support customer needs
* Candidates must reside within the states of Illinois, Iowa, Indiana
* 8 years’ sales and Key Account experience at Auto OEM business, experience in dealing with local OEM is a plus