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# Example of OEM Account Manager Job Description

Our growing company is looking for an OEM account manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for OEM account manager

* Develop and implement customer growth strategies for aftermarket products
* Direct involvement in problem resolution
* Develop and manage senior and executive customer relationships
* Collects business intelligence information to determine industry trends and communicate within the organization
* Drive and ensure Long Term Agreement contract administration (ex
* Implements product pricing updates & maintains Days Sales Outstanding (DSO) targets
* Participates in SIOP process to improve forecast accuracy
* Contributes to new product introduction to assist in producing a successful launch by participation in ProLaunch as functional sales lead
* Anticipates customer future needs using CCR surveys and other channels such as customer scorecards through which customer’s offers feedback
* Supports customer scorecard activities and improvements

## Qualifications for OEM account manager

* Minimum 7-10 years business development, or sales / marketing experience in the IT industry (software and hardware)
* Bachelor's degree, ideally MBA or equivalent combination of education and experience
* 8+ years of Sales and Account Development or Marketing experience within Agilent's Chemical Analysis or Life Sciences Groups or having experience selling chromatography and spectroscopy technologies or consumables
* Proven and effective business development and complex deal framing skills requiring high-level negotiation with senior managers and/or executive decision-makers of new prospects and 'long-standing' customers
* Knowledge of products as included in the Agilent Chemistries and Supplies Division Product Portfolio
* Substantive familiarity with sales and business process tools including SAP, CRM, and sales modeling tools