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# Example of Retail Account Manager Job Description

Our innovative and growing company is looking to fill the role of retail account manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for retail account manager

* Ensure that the current Channel is maximized to deliver growth & drive business through an expanded product scope
* To use the latest trends, developments, market data, product knowledge and relevant resources to create plans to maximise delivery from geography for which he is responsible across a set of agreed KPIs
* To negotiate at a high level, but within well-defined and agreed limits of delegation and authority and to propose trading and commercial terms and investment with each of the customers for agreement by Head of Sales and Finance
* Build, develop and own cross functional relationships with existing and, where necessary, new accounts which will be critical to delivery of the Devices business plans including but not limited to Buying, Marketing, Finance, Operations and Stock Control
* To establish and maintain high quality key customer relationships with the support of the customer contact strategy (wiring plans) and own relationships across key areas of the customer’s business including buying, marketing, operations and finance
* Delivery against Net Revenue, margin, A&P/marketing spend, debtor days, market share and stock targets
* Target new developing channels e.g Mass Merchant
* Manage key seasonal promotional opportunities, Easter, BTS and Christmas
* Negotiate and manage Sell In and Sales Out inventory profiles plus returns/DOA’s
* Manage selected retail partners within Hive

## Qualifications for retail account manager

* Must be located in Michigan, Indiana, Kentucky or Ohio to be considered
* Fluent level of English is a must
* Ability to effectively create sales proposals negotiate and prepare contracts
* Experience cultivating relationships and establishing in market strategy with big-box retailers through a vendor partnership
* Previous experience must include 10+ years as an existing Account Executive from luxury cosmetic / fragrance
* Solid leadership skills to coach counter sales team