Downloaded from <https://www.velvetjobs.com/job-descriptions/sales-account-management>

# Example of Sales Account Management Job Description

Our company is hiring for a sales account management. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for sales account management

* Leverage your detailed ability within sourcing to create detailed searches, think outside the box, and manage multiple roles at once at a very effective pace to help meet staffing needs
* Provide hands on, on-going coaching, leadership and support to the inside sales team focused on Small businesses to ensure monthly quotas are continuously met or exceeded
* Supervise and motivate the Inside Sales Team to obtain set objectives for customer education/customer prospecting and customer satisfaction
* Act as a liaison with other departments to offer communication support to the Inside Sales Reps
* Develop and maintain effective interaction with all internal customer support and marketing teams to maximize sales results
* Expand sales to existing customers for next gen services including Fibre, Data Centre and Cloud Services
* Increase customer retention though base management and churn reduction
* Develop and us SFDC and Optic sales tools
* Develops and maintains relationships with existing customers
* Deal with technical open cases resolution process (Proactive communication, regular meetings, close collaboration with Product Support Dpt.)

## Qualifications for sales account management

* Must have excellent organizational, verbal, written communication and interpersonal skills with a high degree of attention to detail
* Independent, energetic, driven, motivated, hard-worker
* Experience with GDS, Synxis CRS, Internet Marketing, PMS, and Revenue Management
* Proven consultative selling skills and the ability to convey Prudentials differentiators to the marketplace with ease and confidence ability to obtain a state Group Life and health insurance license within 30 days of hire
* 8+ years sales experience in hi-tech technical sales
* Positive, competitive, and passionate attitude towards winning