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# Example of Sales Account Manager / Sales Manager Job Description

Our company is looking to fill the role of sales account manager / sales manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for sales account manager / sales manager

* Negotiates prices for product changes, including maintenance of a consistent pricing across programs strategy
* Manages quotations and purchase orders
* Seeks out and reports any potential business opportunities to the product team
* Develops and builds a professional working relationship with customers (both internal and external)
* Knows the competition and their capabilities
* Assists in developing sales and marketing plans for targeted new business
* Responsible for maximizing EVA
* Lead teams on his/her responsibility through ensuring performance, development, coaching and growth, tracking and managing the team to make sure they accomplish the objectives and grow within the company, aligned with senior sales account management level of the organization
* Use specialty expertise to seek out new opportunities and expand and enhance existing opportunities to build the pipeline & drive to closure
* Provide regular updated account plans and input regarding business development and solution selling

## Qualifications for sales account manager / sales manager

* Ability to gauge the financial impact of business decisions, derive and discuss KPIs related to customer productivity and business performance
* Relevant experience in sales account management, customer support and other relevant fields preferred
* Ability to manage complex selling processes of complex products and solutions in large organizations
* Self-motivated with minimal direction required to execute on tasks required
* Ability to travel up to 60% (mostly domestic)
* Bachelor in Computer Science, Electrical Engineering, IT