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# Example of Sales Account Manager / Sales Manager Job Description

Our growing company is searching for experienced candidates for the position 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

* Actively participate in business development activities with the team
* Develop and work with an ecosystem of business partners and influencers to assist with the sales process and work with the Presales team to progress and close opportunities
* Position is responsible for executing new accounts, develop new business opportunities, working with existing accounts
* Targets prospects and existing customers within an assigned territory
* Identify, document and inform appropriate parties of any account-specific requirements (i.e., billing/invoicing, shipping)
* Works in a fast-paced, multi-functional environment
* Market analysis including opportunities and threats
* Plans and participates in sales shows, conferences etc
* Troubleshoots problems regarding job performance
* Insure appropriate accruals are established with price and contracts in order to avoid swings in monthly and year-end business income projections

## Qualifications for sales account manager / sales manager

* Knowledge of National Service Provider, MSP, and VAR community channel sales structures
* Extensive end user sales experience in State, Local and Education markets, medium to large enterprise
* Thorough understanding of IP networking and Wi-Fi WLANs
* A minimum of 5-7 years of experience selling cloud and monthly recurring charge solutions to enterprise customers is required
* Bachelor's Degree in Business Administration, Finance, Marketing (or Electrical Engineering, Computer Engineering, Computer Science, Computer Information Science) preferred
* Bachelor’s degree and 3+ years of sales experience preferred