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# Example of Sales Account Manager / Sales Manager Job Description

Our innovative and 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

* Displays or demonstrates product to customers and emphasizes salable features
* Coordinates efforts with Branch Manager to more efficiently service existing and prospective customers
* Develop, shape and execute an effective growth strategy focused on the Prepaint Domestic Appliance market
* Manage your own business, schedules, and commitments to include set-up of weekly / monthly itineraries and making high level cold calls
* Develop new strategies for our offerings within key accounts to establish proof-of-concept and pilot implementations
* Create strategic and tactical plans for new business development and guide the extended sales team to maximize revenue and growth
* Forecast and close sales in line with company goals
* Will be responsible for assigned accounts in Gauteng
* Develop and maintain relationships at all levels within accounts, including operations, engineering, architecture, and executive levels
* Using our sales framework, create opportunities and long-lasting relationships with key instructors across assigned Universities and institutions, faculty members, administrators, IT and senior management

## Qualifications for sales account manager / sales manager

* Ability to mine and analyze pertinent customer and industry data
* Knowledge of / Experience with Electronics
* Seeking a Long-Term Commitment
* University or college degree in Business, Marketing, or an acceptable combination of education and experience
* 2 to 3 years of direct work experience in a sales or telesales capacity
* Strong knowledge of retail and/or wholesale sales principles, methods, practices, and techniques