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# Example of Sales Account Manager / Sales Manager Job Description

Our innovative and growing company is looking to fill the role of sales account manager / sales manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales account manager / sales manager

* Develop and manage the commercial relationships and revenue streams with existing IHS/Product Design customers/prospects in Japan while exploring new partnerships to scale up as quickly as possible
* Use a combination of commercial skill-sets and experiences in order to succeed both internally and externally in achieving your sales and non-sales objectives for the fiscal year
* Provide ongoing feedback from clients to Sales Managers, Consultants and Product Management
* Establishing yourself as the Sales Account Manager for the GCC and lead the shift from print to digital
* Maintain and develop new relationships within your assigned accounts
* Maximize sales in the established territory by growing sales within existing accounts, identifying and developing new accounts at a level consistent with company expectations
* Consistently seek new product knowledge and understands competitive environment
* Fully integrate all product lines into accounts focusing on Adding Value supporting our Core Sales Philosophy
* Develops and achieves maximum sales volume consistent with realistic sales projections for accounts served
* Understanding the structure of the relevant market for this customer sector

## Qualifications for sales account manager / sales manager

* Leading customer care center/ Exclusive internal technical support
* Preferably Bachelor Degree in Electrical & Electronics and/or Mechanical Engineering
* 5 years’ experience in industrial chemical sales
* Ability to meet travel demand of 40-60% throughout assigned territory, often overnight
* Demonstrates technical aptitude and customer focused mentality
* College degree or equivalnt experience required