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# Example of Sales Account Manager Job Description

Our company is looking to fill the role of sales account manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales account manager

* Prospect and identify new construction projects
* Execute lunch and learn sessions for all target EPC accounts, mechanical contractors, and other clients that may require compressed air equipment for construction projects
* Provide system design ideas and equipment specifications for EPC’s, mechanical contractors, and other clients that may require compressed air equipment for construction projects
* Specialize in sales of oil free compressed air equipment through EPC’s sales opportunities
* Develop and maintain a quantity of prospects and opportunities to achieve a defined sales quota
* Order management - ensure that all orders received are delivered error-free
* Assists inside support staff with preparation of quotations as necessary
* Work with application engineer(s) to determine requirements
* Ability to carry on a business conversation with business managers and decision makers
* Work with a program manager to ensure schedules and requirements are met

## Qualifications for sales account manager

* Working knowledge of IT standards/frameworks
* Candidate must demonstrate superior interpersonal skills and global perspective as this assignment requires significant interface with cross-functional teams and personnel, internal to P&W with P&W customers
* Experience in balancing volume and strategic sales
* 7-10 years of selling technology products or services
* Self-Motivated with the ability to work to tight time schedules and demonstrate initiative
* Desire to manage accounts with a focused selling process