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# Example of Sales Account Manager Job Description

Our innovative and growing company is hiring for a sales account manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales account manager

* You’ll receive an attractive compensation package, including sales incentive bonus, car allowance, medical cover and company credit card
* Establishing yourself as the Sales Representative for the UAE and lead the shift from print to digital
* Focused on top 80% and below customer base by spend
* First point of contact for the customer
* Targeted to increase spend over and above any attrition
* Measured on new opportunities passed to business unit BDMs
* Ownership logging and escalation of issues within the account
* Customer retention – SLA renewal ownership working with business sector specialists
* Contribute to the completion of tender response and other bids
* Regular travel to schools across the county

## Qualifications for sales account manager

* Experience selling to businesses preferred
* Minimum 3 years direct outside airline sales experience with corporate account emphasis
* Effective communication, selling and problem solving skills
* Must have drive/motivation and creativity in sales approaches
* Proven team player who can perform under pressure of performance goals in a competitive sales environment
* At least 4 years of high level sales experience and successful selling enterprise and workflow solutions plus implementation services