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# Example of Sales Manager / Account Manager Job Description

Our innovative and growing company is searching for experienced candidates for the position of sales manager / account manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales manager / account manager

* Communicates customer commercial requirements, procedures and expectations
* Communicates product value to the customer
* Works jointly with Product Business Manager to propose and negotiate a fair tooling program and piece cost that will allow STRATTEC a reasonable profit margin and offer value to the customer
* Initiates Cost Requests for all customer driven changes and/or RFQ's
* Responsible for following all processes and procedures to support SSC policies and governmental regulations
* Documented success in the development of long-term relationships with top customers that led to an increase of sales revenues or market share by exceeding customer expectations
* Seek potential customers (e.g., Corporate Customers, Value-Added Resellers, OEMs) through cold calling and follow-up customer visits
* Develop customer relationships and maintain/manage accounts
* Maintaining a high and visible level of customer activity across the assigned client base and produce timely and accurate site visit reports
* Credibility and gravitas, able to command respect of senior executives and a track record of building successful sales relationships – will be an astute sales executive whose energy will be coupled with a strong team orientation

## Qualifications for sales manager / account manager

* Has the versatility to sell multiple products
* To build relationships with key decisions makers
* Identify growth objectives for agreed territory
* Maximise working relationships with clients and colleagues
* Posses up to date knowledge of prospects and the market
* Ability to work complex deals with unknown and often changing factors