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# Example of Senior National Account Manager Job Description

Our company is hiring for a senior national account 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 senior national account manager

* Lead the development and delivery of customer Joint Business Plans, working closely with the customer to ensure delivery of mutual KPIs and joint value creation
* Manage a balanced set of commercial plans to understand the risks and opportunities by customer and effectively build contingency or stretch plans to ensure we deliver or exceed vs
* Collaborate with our internal Marketing, Category and Trade Marketing teams to formulate customer specific brand activation plans that will drive the instore fundamentals and presence of our brands
* Lead the development and maintenance of a best in class commercial relationship with all accounts that enables Kao to have a disproportionate influence with the customer and thus maximise business growth and opportunities
* Contribute positively to the total UK mass team via multifunctional project based work
* GPO Engagement
* Responsible for assisting the National Sales Manager in establishing an annual account budget and tracking sales to understand sales levels
* Accountable for the continuous daily pursuit of major prospective customers expand sales to existing accounts through new products and services
* Review major account activities with assigned Account Manager/National Account Manager to increase/maintain maximum volume and product penetration
* Manages target levels of production for National Account Installation volume, meeting customer expectations for ECD dates

## Qualifications for senior national account manager

* Bachelor's Degree with a minimum of 7-10 years of sales experience, with a preference for national account experience
* Fountain & Foods experience is required, Convenience & Gas experience preferred
* Drive to succeed in a very competitive marketplace, results orientation, and the ability to balance sometimes-conflicting priorities with a strong customer orientation
* And the like
* Minimum 5 years of experience in the sales and delivery of commercial electronic security solutions
* Minimum 5 years of experience attaining or exceeding high sales quotas in comparable accounts and/or markets