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# Example of Strategic Account Manager Job Description

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

## Responsibilities for strategic account manager

* Meet or exceed weekly goal expectations
* Has direct responsibility for the relationship of specific strategic accounts as assigned by Director Strategic Accounts
* Negotiates and implements long term purchasing contracts with Strategic Account customers for commercial vehicles and service parts
* Follows up on all sales to ensure orders are processed properly and shipped on time
* Develops and implements short-range and long-term plans to promote and sell products to designated customers
* Works with technical representatives responsible for various territories to ensure visits and reviews are performed at Strategic Account customer locations
* Assigned to Strategic Accounts Utilities in Italy
* Develop and execute successful Heroku sales campaigns across the DACH region
* Produce effective verbal and written communication for activities and sales reports, customer correspondence
* Responsible for finding new customers with 2-3 new account prospects at all times

## Qualifications for strategic account manager

* Energy - Consistently maintain high levels of productivity
* Communication - Clearly convey information and ideas through a variety of media to individuals or groups in a manner that engages the audience and helps them understand, retain, and act upon the message
* Continuous Learning - Actively identify new areas for learning
* Ability to review balance sheets and P&L
* Additional language skills are not a requirement and an advantage
* Ongoing Campaign Management for live campaigns – ensuring campaigns are meeting contractual obligations