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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

* Is responsible for achieving set sales targets for Business Information Reports (BIR) & Project Appraisal Services (PAS) product
* Completely Owns assigned accounts from Lead Generation to final delivery of service offering
* Organizes and attends theme based events which cater to Banks as part of the customer acquisition Strategy
* Builds and maintains a strong sales pipeline in order to consistently deliver on set targets
* Maps allocated accounts and builds strong work relationships with clients for repeat business
* Regularly reports all sales activity and acts within the company’s compliance framework
* Attaining sales, service, and signed contract quotas as assigned
* Identifying and profiling Strategic UPS Accounts
* Designing and presenting presentations to meet customers' expectations
* Maintaining close contact with Strategic Account teammates for collaboration

## Qualifications for strategic account manager

* Requires incumbent to be self-motivated to work independently or as part of a team to complete multiple projects/tasks in a timely and accurate fashion
* Excellent at leveraging C-level and line of business (LOB) relationships
* Polish language skills highly desirable
* Experience preferred in media or sponsorship sales
* Analyze territory trends, diagnose root cause of performance and create actionable plans for operational improvements
* Extensive, relevant experience of selling enterprise solutions into Media enterprise accounts