Downloaded from <https://www.velvetjobs.com/job-descriptions/strategic-account-manager>

# Example of Strategic Account Manager Job Description

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

## Responsibilities for strategic account manager

* Ensure that customers' needs are represented in leadership meetings within the Regional Business reviews
* Assigned to a Key Accounts in German Automotive Suppliers
* Grow and build Sales pipeline with the strategic account
* Develop global strategy to achieve > 30 % share of wallet from Strategic Account
* Manage and support contract negotiations and optimize deal value
* Managing complex buying processes and converting prospects into win
* Coordination and execution of global framework agreements
* Arranging and leading executive meetings, delivery of senior level presentations
* Manage a large global account team in a matrix organization
* Collaboration with executive management and senior stakeholders from Product Management, Service, Finance and Legal functions other SBU’s

## Qualifications for strategic account manager

* 40% to 50% overnight travel required
* 2 to 3 years practical exposure with networking, compute or data center technologies
* Exhibits technical competency
* Work for a company that truly values the individual
* A Bachelor's degree in Marketing, Business or related field from an accredited institution is required
* Extensive overnight and air travel is required