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# Example of Strategic Account Sales Job Description

Our innovative and growing company is hiring for a strategic account sales. 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 strategic account sales

* Revenue generation within targeted, large, strategic opportunities
* Identifying, developing, validating, qualifying, and closing opportunities to meet revenue targets
* Understanding and presenting the RetinaVue Network Solution to C-Suite and physician executives
* Participates sales cycle and win strategy to assess client industry/ needs and IT environment related to key drivers for work flow productivity and recommends offering/business case
* To ensure solutions sold are fully scoped and have robust pre and post sales engagement and commitment from internal support team members, enabling flawless execution of the sold value proposition
* Maintaining & developing producer relationships
* Managing a targeted list of large, strategic producers
* Developing strategies for growing controlled nutrition cows with aligned partner coop/dealer, utilize and leverage “total farm” team approach
* Causes expenses carefully within guidelines
* Participates occasionally in corporate initiatives designed to improve regional business operations including marketing programs, human resources programs, sales programs and other administrative projects

## Qualifications for strategic account sales

* BS degree in Marketing, Business, or related technical degree required
* Energized by a highly demanding and result oriented team environment where priorities can change frequently
* Should not have apprehensions to travel beyond city limits for the interest of business
* Possesses excellent MS-Excel, MS-PowerPoint and MS-Word skills
* 2 or more years supervisor experience
* 5 or more years B2B sales experience in a technology related solution