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# Example of Strategic Account Sales Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of strategic account sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for strategic account sales

* Evaluate current association offerings (exhibits, sponsorships, webinars, advertising, banners, ) and assist in development of new sponsorship programs that are specifically designed to meet the needs of current and potential business partners
* Counsel clients on reasonable revenue goals that provide a roadmap to meet or exceed budget
* Build, maintain and grow (revenue) all current and prospective sponsor, exhibitor and advertiser accounts
* Identify and implement creative solutions to expanding revenue beyond annual tradeshow events
* Maintaining a current, accurate client relationship database and remain accountable for timely and accurate reporting
* Meets and exceeds revenue quota through the management and execution of sales process
* Promotes and sells portfolio of products (existing and new) to current and target customers
* Generates new contract documents ( any other pre-deal administrative support), processes sales orders, and coordinates renewal process with respective Commercial Managers, Business Portfolio Manager and other functions such as Order Admin, Legal, Collections, Client Services, Channel Management and so on
* Responsible for relationships with payers
* Responsible for establishing, developing, and growing partnerships with health plans

## Qualifications for strategic account sales

* 4+ years of demonstrated success selling new business
* Strong experience in strategic selling/consulting with a track record
* Must have documented experience selling to C-suite individuals, including presenting and negotiating large opportunities, with proven track record as a closer
* Knowledge of the health system ecosystem, including the interplay between health plans and providers, the structure of integrated delivery networks
* The technical inclination to build an in-depth knowledge of the RetinaVue product to serve as a domain specialist
* Must have a strong sales-oriented focus