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# Example of Strategic Accounts Job Description

Our innovative and growing company is looking for a strategic accounts. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for strategic accounts

* Manage the cancelled contract collections program to ensure cancelled contracts are submitted in a timely manner to 3rd party collection agencies
* Manage the bankruptcy process and File A/R claims with bankruptcy courts
* Perform RRCA on outstanding invoices which were not billed per the contractual agreement
* Work closely with billing groups and local offices to make corrective actions on outstanding disputed A/R
* Places phones calls and emails to customers and clear documents the outcome of these communications
* Willingness to cross-train and backup essential functions and other teammates
* Document and maintain any processes for which the SA Pricing Analysts are responsible for leading
* Provide pricing support and reporting for Strategic Account Market Segments, Strategic Account customers, other miscellaneous major pricing and profitability initiatives
* Participate in the design, testing, validation and implementation of PROS pricing software
* Works with management to develop appropriate product/service and merchandising support

## Qualifications for strategic accounts

* Experience in developing a Sales team structure, staffing up, and developing a strong Sales team, and developing team bench strength
* The position requires software training with Salesforce and with V&A specific programs
* Interacts with all levels of internal management and corporate departments as necessary
* Strong analytical skills, problem solving abilities, and administrative ability
* Minimum 8 to 10 years advertising sales experience selling to pharma
* Agency experience in the planning and buying of interactive media a plus