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# Example of Strategic Accounts Job Description

Our company is looking for a strategic accounts. 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 accounts

* Delivers regular updates to customers on resolved issues and implementation of new programs
* Must be willing to travel extensively within customer geographic territory
* Develop and lead a completely new team that will ensure national coverage and preferred supplier status amongst these prestige strategic accounts
* Collaborate closely with other Product Specialists/TCO Analysts and management to ensure process consistency and continuity
* Utiliize expiring warranty data base, generate job leads and distribute them to appropriate reps via email
* Maintain current list of Strategic Account managed relationships and programs
* Maintain the job lead database for SA customers through the entry and updating of leads on a weekly basis
* Track departmental activities such as vacation time
* Customer success and Retention
* Owning 20+ key customer relationships directly

## Qualifications for strategic accounts

* BS/four year college degree requiredfrom an accredited institution
* Excellent knowledge of big data trends (Carrier ecosystem knowledge, Social Media / Content, Cloud Adoption Internet of Things)
* A minimum of 5 years’ experience as an industry practitioner in sourcing/procurement
* At least 5 years’ experience in sales, account management, or business development
* In depth knowledge of specific market segments
* Knowledge of e-procurement, finance, and/or supply chain management applications strongly preferred