



Example of Account Manager Commercial Job Description

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Our company is growing rapidly and is looking for an account manager commercial. 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 account manager commercial

- Schedules and completes proactive customer calls and visits and captures key information in the Company's information systems
- Performs contractual re-signs on existing customers to extend customer relationship and increase customer profitability where appropriate
- Responds to all cancellation requests in alignment with the established escalation policy
- Proactively communicates with or responds to customers in support of Company pricing initiatives
- Partners with the operations team, when needed, to address customer services issues
- Builds relationships and increases Company visibility through participation in Company-sponsored activities, trade shows, chamber of commerce events and other similar activities
- Consistently deliver aggressive license, support and service revenue targets – dedication to the number and to deadlines
- Non Named Account penetration, account planning and opportunity management
- Key responsibility is to acquire lease crude from producers by marketing ETP's services and arranging the necessary transportation and/or exchanges to economically move to market
- Generate operating income which is sufficient to achieve the annual financial

Qualifications for account manager commercial

- A minimum of 1 year of experience in a customer-facing role identifying and addressing customer needs
- Thrives in a dynamic, fast-growing, rapidly changing environment while being able to work independently and remotely from other members of your team and corporate
- Gather, analyze, and communicate market intelligence to management with action plan to remain competitive and profitable
- Perform accurate administrative functions and be able to work effectively with all departments within the organization
- Extensive external customer contact both in person and by phone
- Utilize 3rd party transportation in areas where ETP is not present and structure terms of contracts, which generate sufficient revenues