



Example of Account Manager, Corporate Job Description

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Our innovative and growing company is searching for experienced candidates for the position of account manager, corporate. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for account manager, corporate

- Partner with Account Coordinators and internal partners to facilitate the operations of new and existing programs to ensure successful rollout both internally and externally
- The CAM will have a high bias for action, and a keen sense of attention to detail
- Complete strategic analysis for the account including SWOT- and competitor analysis, total offer
- Identifying and recruiting KeepItSafe® reseller partners to resell KeepItSafe® backup and disaster recovery solutions
- Work with cross-functional teams to develop business strategies for lead generation and to achieve revenue goals
- Maintain regular contact with existing customer base and ensure that customer issues are dealt with in an efficient manner, working closely with the Sales and Support teams
- Oversee partner commission pay out program
- Provide sales support to partner sales organizations through training and webinars
- Ensure excellent service & follow up is given to partners, working closely with the internal teams, to drive all service KPI's and ensure business needs are met (customer service queries, order management, and product queries)
- Be keenly aware of the competitive landscape and how our clients and

Qualifications for account manager, corporate

- Create the demand
- Look after a portfolio of corporate clients
- Minimum of 3 years of client and team management experience
- Bachelor's Degree in Food Engineering, Chemical Engineering, Business Administration – preferred but not required
- Must have an ability to collaborate and complete tasks and projects in a team-focused environment
- Must be able to present to small and large groups of people