



Example of Account Manager, Corporate Job Description

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Our growing company is looking to fill the role of account manager, corporate. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for account manager, corporate

- Identify and secure new business by making corporate level sales calls, preparing presentations, and representing the company at national tradeshow, conferences or professional meetings
- Establish effective cross-divisional working relationships to obtain new corporate account contracts
- Establishing and maintaining close relationships with sales teams with external partners
- Deliver industry and company presentations
- Responsible and accountable for goal obtainment within assigned accounts (sales, profit, expenses)
- Responsible for new account growth, customer acquisition, customer retention and the reactivation of customer accounts by sourcing new sales opportunities to grow small to medium level accounts within the Corporate Outfitter Department
- Maintain own database of prospects within the assigned territory by tracking customer information, communications and customer needs to analyze appropriate follow ups based upon spending patterns and consumer trends
- Understand customer needs and requirements to initiate, develop and close sales
- Attend tradeshow and /or business customer meetings to build business customer partnerships with the intent to maintain and develop new program
- Technical sales to potential customer & channel partners

- Bachelor's Degree in Chemical Engineering, Business Administration – preferred but not required
- 1-3 years in a technical sales role
- Strong organisation and project management abilities
- A relentless passion and understanding of the role of digital communications for product marketing, brand building, community engagement, issues management
- Direct experience with social media tools and platforms – online monitoring, blogging, Facebook, Twitter
- Great references from past and current clients, business partners and employers