



Example of Account Manager, Corporate Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of account manager, corporate. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for account manager, corporate

- Ensures strong relationships with business units to mitigate challenges and facilitate all activities with Touring and Resident Show teams
- Team management, namely Account Executive and / or Coordinator
- Proactively manage to a 12-18 month sales cycle by creating a steady level of prospects for the customer pipeline creating and implementing strategic plans that assist in expediting the sales cycle
- Resolve chronic quality & service challenges by investigating all customer claims promptly
- Manage own accounts to achieve sales, margin, profitability, debt and KPI targets over a weekly, periodic and yearly basis
- Manage the acquisition, retention and development of new and existing accounts
- Help to establish the direct sales team as a core sales function within Dixon Carphone resulting in incremental account base growth, sales and margin generation
- Be responsible to apply appropriate legal, commercial and operational due diligence across all sales, protecting the business from associated costs/consequence
- Be responsible for the identification of key propositional improvement projects and then work with line manager to support new proposition launches the PCWB management team in growing the overall B2B business
- Establish and maintain good working relationships with key central functions

logistics in order to deliver the best customer experience while always looking for ways to improve the customer journey and processes

Qualifications for account manager, corporate

- Account Management – Responsible for all areas of account management, including understanding clients' business needs, resolving issues in a timely manner
- Performance-proven sales background including 10+ years of channel sales management and/or account management experience or equivalent 5+ years of dealer/agent channel management with a major corporate reseller
- They are target orientated
- Ability to create and build client relationships
- A creative and proactive approach to selling
- A proven track record of sales ability