



Example of Account Manager, Corporate Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is searching for experienced candidates for the position of account manager, corporate. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for account manager, corporate

- Drive Top line Sales and manage margin across portfolio
- Promote Kerry's Taste & Nutrition platform including product solutions to multiple customer functions including R&D and Purchasing
- Maintain accurate records of call reports on top accounts, significant decisions, and opportunities within Salesforce
- Create and manage requests for samples, regulatory, and pricing
- Conduct monthly analytical reviews of customers' performance and potential growth areas
- Manage assigned Leads from digital and in-market acquisition through the customer journey
- Full responsibility for the customer relationship to ensure customer satisfaction and retention
- Accurately and professionally communicate our value to the customers
- Respond to client transaction/financial/customer service/operational issues, engaging appropriate resources (Operations/Finance,) and ensuring satisfactory resolution and communication to client
- Develop strong and strategic relationships with all relevant advertisers and advertising agencies to insure their purchase of all available advertising products

Qualifications for account manager, corporate

- Highly attentive, able to listen, record notes and read between the lines at times
- Experience managing enterprise level projects with several moving parts
- Delivers organized and polished presentations to both internal and external audiences, with clear business case driven benefits to the business
- Must be an excellent communicator who is organized, detail oriented, resourceful and creative