



# Example of AR Manager Job Description

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Our growing company is hiring for an AR manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for AR manager

- Company coordinator for internal and external auditors
- Assign each Area Manager an appropriate territory
- Achieve customer specific account quota through delivery of strategic and tactical initiatives aligned with Business Unit direction
- Influence Profitability by reviewing and adjusting current mix as needed to increase Gross Margin, Turns, Contribution Margin
- Manage all collections activities, including investigating, researching, and resolving issues or concerns pertaining to customer accounts
- Manage an account base of retail pet stores, delivering volume, net sales, consumption and new item distribution objectives
- Deliver training seminars to store associates to educate them on the superior economic and nutritional value of Hill's pet diets and products
- Contribute to pets' well-being by driving endorsement of our products by pet store staff
- Develop creative account specific strategies to drive results
- Implement promotional & educational programs and tactical sales plans to exceed goals

## Qualifications for AR manager

- Working knowledge of business/contract law
- Strong communication skills, analytical skills and computer proficiency are required

- Understanding of total system concepts and a demonstrated ability to work across business and organizational boundaries is expected
- A minimum 3-5 years of experience in heavy equipment management or product support experience is required
- Must be people-oriented with the ability to build business relationships