



Example of Key Account Job Description

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Our growing company is looking to fill the role of key account. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for key account

- Provide customer feedback to METTLER TOLEDO to validate market value, appropriate price levels, competitive activity and overall customer satisfaction
- Support segment marketing activities targeted to the T&L industry
- Work closely with our T&L project manager and service team to insure successful project management and long-term customer satisfaction
- Knowledge of key account management methodology and process
- Strong customer orientation with a hands-on mentality
- Ability to read communication styles of customers and team members
- Ability to elicit cooperation from a wide variety of sources, including senior management, customers, internal departments and 3rd party subcontractors and vendors
- Strong written and verbal communication skills, ability to make presentations to groups and demonstrate strong interpersonal skills
- Regular account mgt contact frequency
- Meeting customers and identifying needs, value propositions for additional products/services o working on solutions with various CDK departments

Qualifications for key account

- 5-7 years industry experience or CPG background preferred
- Demonstrated successful cross-functional team collaboration experience
- Demonstrated success in effectively managing large account business complexities and positively influencing their operations within all levels of the

- 3+ years Key Account or National Account Management required
- 1 year digital entertainment experience (preferred)