



Example of Key Account Job Description

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Our innovative and growing company is hiring for a key account. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for key account

- Work with Supply Chain team in driving forecast accuracy leading to increased fill rates
- Engage with finance teams to ensure hygiene on commercials and periodic reconciliation with customers
- Work closely with field sales officers to ensure best in class in-store execution
- Develop joint scorecards with customer and review business at a regular frequency
- Develop and implement strategic sales plans focused on gaining new business in the Retail and Wholesale segments
- Analyse and review sales trends by region and identify opportunities and threats
- Train, educate and develop channel partners
- Analyse territory opportunities and discover customer needs
- Manage account and all aspects surrounding the sale of products, including monitoring sell-through, writing call reports, analysing and measuring performance and trends, preparing performance and other reports
- Provide training and education to customers

Qualifications for key account

- Advanced skills in English Languages & local languages
- Thorough understanding of retail environment

- Ability to coordinate digital & physical opportunities together
- Three – five years accounting or collections experience required
- Two-year degree in accounting or related field preferred