



Example of Key Accounts Job Description

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

Responsibilities for key accounts

- Maintains a detailed understanding of regional interstate and intrastate pipeline products and services general understanding of regional and national natural gas prices and related strategies employed within the industry
- Have knowledge and an understanding of commercial management of Construction projects and the construction process in general
- Provides business solutions to Mercury clients and prospects through communicating and selling Mercury's value proposition
- Research territory for potential business, competitor data and business improvement opportunities
- Analyze and understand customer strategies product plans and expansion activities to develop penetration strategies for new business opportunities
- Effectively market for new business via email, phone, live campaigns, industry events and cold-calls
- Carry out tasks as instructed by various members of the Commercial/QS team, such as measurement for valuations
- Ensures dealers adhere to BSH Sales Policies (display program, spiffs)
- Co-ordination & consolidation for Key Account department reporting requirements
- Support Key Account Managers in developing account focused reporting

Qualifications for key accounts

- The capability to build and to manage a B2B sales organization

- Systems and analysis capability – MS Office, Excel, PowerPoint, LSC integrated systems & retail sales POS
- Disciplined business driver that can work both independently and within a matrix of cross-functional teams
- Previous experience in global account management
- Understanding of commercial operations, financial statements, customer contributions, and financial drivers