Example of Major Account Manager Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of major account 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 major account manager

- Provides regular updates to senior sales and operations staff concerning account issues, financial status
- Providing an accurate forecast of personal sales results
- Build relationships with and sell through channel partners
- Primary point-of-contact for Major Channel Account Partner in the defined region
- Generating Carrier and Service Provider business opportunities and managing the sales process through to closure of the sale
- Ultimately own the relationship management with assigned customers
- Responsible for the development and implementation of annual sales plans for assigned customers to achieve sales targets
- Identify new business opportunities and customers, develop and implement sales plans to achieve sales results
- Provide front-end technical support whenever possible, and work closely with the technical teams to ensure quality technical services
- Collaborate with supply chain to ensure product delivery

Qualifications for major account manager

- BS or equivalent experience, graduate degree preferred
- Experience in closing large transactions
- A minimum of 3 years (5 years preferred) previous experience in the

- Substantial direct work experience in a relevant environment
- Has boardroom/executive presence