



Example of Manager, National Accounts Job Description

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Our growing company is hiring for a manager, national accounts. 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 manager, national accounts

- Understand and be able to articulate the entire curriculum, intervention, professional development assessment and digital solutions
- Leverage the HMM Business Desk for all large sales opportunities and to create profitable solutions
- Work strategically and collaboratively with the coordinating Directors of Sales to ensure complete coverage and territory planning is aligned to achieve revenue quotas
- Explore new National Accounts opportunities in an effort to grow the business
- Work collaboratively with the HMM Product Strategy, Inside Sales and US Partnerships team to help market additional resources and supplemental solutions to all existing and future customers
- Ownership of all large supply accounts globally
- Ownership of all software partnerships globally
- Set goals, track progress and drive your accounts towards and end goal
- You will work with engineers on both sides to help move forward connectivity and answer technical questions as needed
- You will work internally across many departments to remove roadblocks and improve services for your accounts

Qualifications for manager, national accounts

- Monthly/quarterly you will provide data/analysis regarding the performance of your accounts to both internal and external stakeholders
- Utilize all available resources to accurately forecast business (POS, syndicated data, industry and account information)
- Develop and maintain high visibility with Buyers, key decision-makers and decision-influencers
- Marshall resources to close the major account sale including partner firms or custodians
- Facilitate account meetings and demonstrate interpersonal skills during the meeting, while maintaining flexibility and adaptability of the customer's position, level and needs
- Travel between Pennsylvania and Florida