



Example of Manager, National Accounts Job Description

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Our company is growing rapidly and is looking to fill the role of manager, national accounts. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for manager, national accounts

- Develop and maintains marketing and account penetration plans to identify and secure new opportunities
- Taking a lead role works very closely with senior leadership and in collaboration with local sales teams, participating in industry associations, professional organizations and affiliations, trade shows and events
- Preparation and delivery of customer presentations, public service activities and communications
- Using the Corporate Outfitter Sales Process, the National Accounts Manager should be focused on program solutions that meet our customer and prospect needs is the primary focus
- The National Accounts Manager will spend at least 15% of their time Prospecting for new appointments with new clients
- Is responsible for preparing and planning programs, inventory forecasts, marketing events, and trade shows for concise execution within pre-determined budget
- The individual is responsible for analyzing, evaluating and interpreting formal and informal reports to determine if resources are being used effectively to increase operating results redirecting resources to maximize sales as business conditions warrant
- Coordinates respective business plans with Sr
- Analyzes and evaluates the characteristics of the continually changing and complex business environment in the go to consumer channel in the United

- Responsible for developing and growing the Merial business relationships at all levels for their assigned accounts

Qualifications for manager, national accounts

- Industry or adjacent industry experience a definite asset
- Relationships with fortune 500 type organization in the commercial, financial, institutional, industrial and or government vertical markets a definite asset
- Ability to comprehend and make significant contributions to development and execution of business plans, including marketing strategies and tactics
- Excellent oral, written and presentation skills with ability to present to senior level executives represent the company at public service or industry forums
- Ability to interact with high level internal and external personnel
- Strong inter-personal and communication skills and the ability to develop strong, successful business relationships with customers internal teammates