



Example of Manager, National Accounts Job Description

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Our growing company is looking for a manager, national accounts. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for manager, national accounts

- Maintain consistent correspondence with Corporate National Account contacts on minimum monthly basis to educate and inform on WK's research/learning and software enhancements and to elevate product exposure and usage
- Commit to satisfying clients and exceeding their expectations
- Logically organize tasks and objectives in order of importance, timing, and predicted results
- Execute against the Corporate National Account Strategy to ensure that WK is an integral part of the corporation's workflow
- Where possible work with Government, Military and Academic accounts to sell Reichert products
- Where possible work with Optometric and Ophthalmic Teaching Institutions to give students the opportunity to use Reichert products
- Manage assigned sales budget responsibly, adhering to expense reporting accurately and on time allocating funds for local meetings and events that have a high ROI
- Serves as the primary contact for senior sales desk management
- Communicates regularly with assigned firm contacts
- Attain assigned business plan objectives for revenue

Qualifications for manager, national accounts

- Experience making in-person presentations to clients to explain the business' products and services and their alignment with the client's needs
- Experience with the consultative sales approach
- Formalized sales training (e.g., Challenger Selling, Holden, Complex Sale, Solutions Selling, Miller Heiman)
- Advanced aptitude for selling and account management