



Example of Manager, National Accounts Job Description

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Our company is growing rapidly and 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

- Spend 80% of time in territory working directly with customers and various dealer sales staffs
- Identify, pursue and assist dealers in negotiating customer agreements and manage and sustain successful relationships with various dealer personnel
- Achieve highest rental revenue percent of industry for each customer on national accounts program and achieve 1st call status for each customer
- Negotiate Agreements and remain current on industry, customer and competitive trends
- Improve, develop and maintain relationships with key decision makers and executive staff of assigned account base and interact with appropriate product groups regarding product enhancements, malfunctions or new product opportunities
- Continually improve sales techniques through formal training programs
- Responsible for identifying new growth opportunities and closing those opportunities
- Organizations, a P&L or a region
- Provides excellent service to assigned firm contacts
- Collaborates with CG Institutional Sales Force to serve Consultant Relationship Channel

Qualifications for manager, national accounts

- Understands the inner workings of a Corporate Tax Department and Corporate Enterprise
- Proficiency in WK's internal systems, familiarity with WK internal teams and existing relationships with WK service teams
- Some knowledge and experience with the use of quality and continuous improvement tools, techniques, practices
- Must be willing to travel domestically as needed including extended overnight stays when required
- Minimum five years' experience in a direct people leadership position