



## Example of Manager, National Accounts Job Description

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Our innovative and growing company is searching for experienced candidates for the position of 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

- Work with the BU sales teams to manage price / performance matrix and optimize & capture price where possible
- Take a hands-on approach, and act as escalation point for all customer and system issues
- Works with cross divisional teams to meet the objectives and goals of the focus account program
- Liaise with all Thermo departments to improve processes
- Ensure alignment and provide inputs to PMD's and Development Plans for employees' part of Focus Account extended team
- Finalizes and executes necessary seminars, meetings etc with Key Decision makers of the
- Manage the development and activity of assigned National Accounts by maintaining contact and calling on assigned accounts headquarter locations customer distribution, manufacturing and retail sites on a routine basis
- Prepare proposals and sales presentations to ensure Company value is recognized by assigned accounts and adequate sales, service and support is accomplished
- Develop sales and marketing strategies to support selling to national customers to maximize customer satisfaction and product acceptance
- Lead the selling process of assigned National Accounts by managing retail network involvement, communicating company objectives, managing discounts and the achievement of company pricing objectives

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- Experience in ensuring client projects are completed on schedule, meeting or exceeding client expectations, and with a high degree of quality
  - Ability to develop and maintain strong relationships with internal and external business partners and clients, coordinating their efforts, and ensuring business objectives are achieved
  - Operations/finance functions
  - Bachelor's degree in Marketing, Engineering, or, Business Administration from an accredited institution
  - Position requires individual to have a thorough understanding of business financials and experience presenting to executive level personnel within their own company
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