



Example of Manager, Strategic Accounts Job Description

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Our company is growing rapidly and is looking for a manager, strategic accounts. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for manager, strategic accounts

- Provide training, resources, information and guidance to internal teams to ensure a thorough understanding of the account program and the internal process to execute on that program
- Develop strategic large-scale opportunities, including the introduction of new products, by understanding the account or channel partner's needs in the field and driving the deal concept through appropriate decision makers
- Maintain strong communication practices and procedures for all key stakeholders through the program life cycle, and ensure that the overarching methodology, templates, procedures and policies are utilized and practiced
- Proactively provide and communicate solutions of problems to key stakeholders
- Create strong collaborative team environment and successfully oversee deliverables of employees at all levels who do not directly report to you
- Conduct periodic strategic account reviews with senior leadership
- Develops and implements sales plans that include market analysis, account opportunities, short and long term goals, strategic initiatives, and measurable outcomes
- Develop plans for the key customers, manage expectations and contribute towards a high level of client satisfaction by driving growth for them
- Discuss and evolve campaigns in line with the customers marketing and sales objectives
- Revenue growth from existing and new merchants

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- Ability to travel within Mexico and the Central America region a minimum of two weeks per month
 - 10+ years, successful sales of integrated electronic control systems on a Strategic basis
 - Computer literate including Outlook, WORD, EXCEL, PowerPoint, Project, and the Internet
 - Ability to think logically & critically
 - Comfortable with basic accounting & contracting techniques & terminology
 - Ability to troubleshoot issues & solve problems