Example of Named Account Manager Job Description

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Our company is growing rapidly and is hiring for a named account manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for named account manager

- 8-10 experience of consistently Software Selling Experience , preferred Application Selling
- Experience working with System Integrators and other Channel partners in the region
- Enterprise Account Management Experience a must
- Sells products and/or services to end-user customers in assigned major and/or strategic accounts
- Demonstrates expert-level industry knowledge and excellent business acumen with proven ability to recommend creative and insightful solutions that align to defined customer business priorities
- Leads detailed account planning process across portfolio of accounts and prioritize selling activity to generate maximum revenue in accordance with the local account segmentation model
- Be based in Ekaterinburg but will be expected to travel in support of sales opportunities across Russia
- Build sales culture and sale centric atmosphere among the team members
- Excellent communication, listening, presentation, negotiation and writing skills
- An outgoing, focused and organized personality with a strong will to succeed

Qualifications for named account manager

- You want to be part of something innovative, revolutionary, groundbreaking
- Manage numerous accounts concurrently

- Must have at least 5 years of experience successfully selling cyber security solutions in the Canadian Banking Sector
- 8 – 12 years of proven technology related sales or business development experience
- Knowledgeable about "Cloud Computing" at Mexican markets