



# Example of National Accounts Job Description

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

## Responsibilities for national accounts

- Analyzes and evaluates the characteristics of the continually changing and complex markets and distribution channel in the United States
- Responsible for developing and growing the Merial business relationships at all levels for their assigned accounts from C Level Officers to Managerial level
- This position reports directly to the Director of Global Sales & Marketing
- Consistently meet/exceed assigned sales targets and objectives
- Submit an annual National Accounts Business Plan, outlining organized plan to meet/exceed assigned sales quota
- Develop special proposals for National Accounts depending on opportunities presented
- Mobilize and/or provide support to National Account personnel to effectively use Reichert products
- Effectively manage key financial elements of Distributors and channel partners including but not limited to A/R, shared meetings/entertainment, discounting and 30/60/90 day forecasting
- Support Reichert marketing and product management, utilizing all sales and clinical materials provided
- Support major trade shows and meetings as directed

## Qualifications for national accounts

- COLLEGE DEGREE PREFERRED
- Experience and relationships with National Accounts a plus

- Requires strong analytical skills and the ability to create and manage an account specific selling story by utilizing a combination of syndicated data and POS
- Must have the ability to establish and maintain an effective working relationship with governmental entities, businesses, media, community leaders and school buyers
- Minimum of four years broker/agency experience required