



Example of National Accounts Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is looking to fill the role of national accounts. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for national accounts

- Will require periodic attendance at outside meetings at customer locations
- Assist in the development and help drive Sales Support Objectives
- Primary contact with customer on required daily activities
- Serve as the subject matter expert for assigned geographic territory
- Prepares budgets and targets
- Take an active role in customizing sales presentations and tailor them to specific customer opportunities
- Develop and implement an account plan to grow the revenues at the account above market average
- Deliver on bookings and revenues on the Annual Sales Plan in line with Sales budget defined
- Be accountable for the commercial performance of the Focus account
- Monitor product mix performance and implement corrective measures where necessary

Qualifications for national accounts

- Travel required to various customer and vendor locations
- Preference given to candidates with MBA or CFA
- 10+ years' experience plus a BS Degree
- Must be extremely proficient in cultivating and maintaining new relationships
- Effectively collaborates with NAE on broad account retention, growth, and

operations, network, marketing, product, Health Care Reform) drives inclusion of case installation, product and service partners where appropriate

- Bachelors degree with a focus in Finance, Statitics or Business Administration and/or professional training and/or 10 years relevant industry exp