



# Example of Partner Account Manager Job Description

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Our growing company is hiring for a partner account manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for partner account manager

- Manage and develop all your Partners in alignment with Sales, owns Portfolio and Customer Segment strategy
- Build partner account plans for the partners in your portfolio
- Carry out partner portfolio reviews with your direct manager such as – developing account base, gap analysis, share-of-wallet information on each account, review growth potential, etc
- Focus on an outstanding customer experience and become your Partners ' trusted advisor
- Responsible for influencing and driving strategic planning and investment to accelerate Partner(s) sales goals
- Plan and execute partner strategy, business plans in close collaboration with strategic partners
- Achieves gross / net sales plans, appropriate profit contribution execution targets for assigned partner brands(s) through creating, selling, executing and communicating annual customer business plans
- Aligns with DSD team through participation in region / brand meetings field visits with appropriate management
- Responsible for understanding & implementing Partner sales strategies
- Accountable for the successful deployment of Partner projects

## Qualifications for partner account manager

- Solid negotiating, objection handling, and closing skills
- Adept at developing quality relationships with field sales and technical resources of outside sales teams
- Good judgment and quality prioritization skills - must be able to effectively assign and manage resources to support a complex network of partners with a wide variety of needs and challenges
- Demonstrated passion for and success developing channel partners
- Significant sales experience (min