



Example of Sales Account Manager / Sales Manager Job Description

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Our growing company is hiring for a sales account manager / sales manager. 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 sales account manager / sales manager

- Research surrounding markets to gain a thorough understanding of competition, potential growth, and industry trends
- Follow technical and business industry trends and demonstrate innovative thinking
- Implement innovative sales action to access new business or increased CX market share
- Represent the company at meetings, trade functions and special events to promote future sales and create awareness of the CX product and destinations
- Negotiate and manage business partnerships with key executive decision-makers and supplier relations that are mutually beneficial to both the account and CX
- Work with CX Management to design incentive agreements that support value creation, minimize cost of sale and maximize share and revenue potential
- Create and execute a comprehensive business plan that is designed specifically for each account that drives incremental high yielding revenue and positive share for each account
- Ensure business development with accounts by carefully conducting quality analysis monthly reviews and daily/weekly interaction to determine and execute CX's and account's objectives while developing compelling value-

- Plans how to establish and maintain account relationships and meet personal sales targets

Qualifications for sales account manager / sales manager

- Experience of customer engagement at senior levels
- Direct Experience with engineering / product development processes within large, complex organizations required
- Experience with Solution Based Selling principles required
- Demonstrated experience in all aspects of Supplier Relationship Management and strong understanding of customer and market dynamics and requirements required
- Proven ability to achieve sales quotas required
- Ability to use vision to read computer screen and read printed materials