



Example of Sales Account Job Description

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Our company is searching for experienced candidates for the position of sales account. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales account

- Attain and maintain maximum possible selling prices
- On a selective, strategic basis, add volume with new or existing customers by developing an account business plan to include identifying available volume, competitive strategies and price, plus a recommended action plan to maintain or obtain volume with the applicable margin (P.V.) impact
- Insure that appropriate accruals are established with price and contracts in order to avoid swings in monthly and year end business income projections
- Insure that customers pay invoices within approved credit terms
- Lead and assist Technical Service, Customer Service and Manufacturing colleagues in consolidation of product specification and the resultant reduction in operating costs
- Control selling expense at or below budget
- Develop and implement shared cost savings on reduced specifications with customers
- Develop sales channels for obsolete inventory to be kept at zero or minimal levels
- Minimize inventories and manufacturing changeovers by continually providing accurate forecasts and managing demand
- Territory is a home based sales located salesperson based in CA. Under general supervision, the Account Executive is responsible for bringing in significant business from assigned managed accounts by increasing account share and account penetration

- Previous media sales experience in TV, radio, print, outdoor, internet
- Support discovery session data to achieve winning solutions for customers
- Minimum of 5-years' experience with direct sales and/or independent & franchise car dealers
- Automotive OEM component sales experience
- Experience with machining and assembly
- Effective engagement with customers, partners and other internal functions