



Example of Sales Account Job Description

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Our company is growing rapidly and is hiring for a sales account. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for sales account

- Understand the operational side of both ET and EA to streamline customer communication
- Propositions for all appropriate business opportunities
- Timely feedback the market supply, demand and other intelligence moving trend to the trade team and make recommendation for pricing approaches
- Establish internal network in Pan-China and globally to facilitate resolution of customer issues
- Establish new customer relationships and close sales
- Identify client requirements and determine schedule availability
- Analyze market needs, develop account strategies
- Manage, support and service accounts
- Establish and promote goodwill with customer
- Maximize sales potential with existing retail partners while launching new initiatives and customer outreach programs

Qualifications for sales account

- Able to use telephones, computers, cell phones and other electronic devices
- Able to work in a deadline-oriented environment that requires complex, technical information and decision making
- Able to present complex information in a clear and concise manner
- Able to apply analytical concepts to complex business problems
- Able to travel locally, on a regular basis, with periodic overnight travel

