



Example of Senior Account Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is searching for experienced candidates for the position of senior 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 senior account

- Identify and execute continuous improvement in operations through process and workflow improvements
- As needed, partner with business development and operations colleagues to drive growth within the region
- Oversee and facilitate procurement, production, shipping, and billing for the client's jobs and projects
- Proactively negotiate with new and existing suppliers to drive down costs and deliver process efficiencies for the client
- Extensive knowledge of the C&I vertical, to the extent that you can become a trusted advisor to your clients
- Assist in the development of annual and three-year strategic sales plans for assigned accounts
- Recommend and execute agreed-upon sales strategy and marketing plan/programs according to annual budget and three year plan to meet sales, growth, margin and profit objectives
- Recommend and implement opportunities for growth through new products in existing markets, existing products in new markets, and new products in new markets
- Achieve sales goals, EBIT objectives and growth objectives on an annual basis for assigned accounts based on coordinated and targeted action plans, pricing, and product mix strategies
- Assist marketing in developing marketing plans and strategies for assigned accounts

-
- Given the existing competitive market landscape, the job-holder is required to keep up-to-date in terms of market trends and ever-changing customer's needs
 - An eagle-eye when it comes to quality control of projects and content
 - Baby or Juvenile consumer goods retail account experience
 - Responsible for preparing quotations for new business and current business
 - Manage commercial issues on new business and current business
 - Responsible for margin improvement by capitalizing on CN's, CTO, and commercial issues