



Example of Strategic Account Sales Job Description

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Our innovative and growing company is hiring for a strategic account sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for strategic account sales

- Will spend a significant percentage of time engaging with individuals outside of the organization to perform sales demonstrations to C-suite and director level contacts
- Integrate solution-selling strategies and demand-generation sales approaches in all client-facing interactions
- Contact assigned clients via phone within book of business, and continually prospect for new clients
- Manage the relationship to develop and execute sales strategies and grow revenue to client base
- Develop sales strategies/plan of action to improve client touch points and overall execution
- Research and review market trends, on-going regulation, client-specific needs, and book performance to ensure efficiency, organization and revenue growth is achieved
- Utilize sales funnel to help drive sales and revenue thru opportunity prioritization and focus
- Close new national retail client relationships, which may require approximately 35-50% travel
- Manage a large portfolio of existing national retail client relationships to facilitate growth of revenue through in-store mobile offers, affiliate commission increases, exclusive online offers and paid advertising placement opportunities
- Ensure campaigns are being targeted and executed correctly, providing

Qualifications for strategic account sales

- Must be a self-starter, intrinsically motivated, and come into the role knowing "how to get the job done."
- Consistent ability to follow through and follow up are must haves
- Must be comfortable with the entire sales process and operate with a strong sense of urgency for achieving revenue targets
- Requires a strategic, consultative sales mentality
- Must have experience selling to executive level within IDNs and/or within health plans
- Must work cooperatively on a team and approach each day and opportunity with a high degree of passion and enthusiasm