



Example of Strategic Accounts Manager Job Description

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Our company is growing rapidly and is looking for a strategic accounts manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for strategic accounts manager

- Partners with Marketing to provide customer input on features and feature prioritization requirements for services solutions and products
- Implement and conduct sales presentations and negotiations relating to specific market opportunities
- Provide strategic and technical planning to aggressively manage the overall region
- Recommend programs to profitably secure and develop future business opportunities according to IDN aggregate account potential
- Responsible for increasing sales production both with existing customers and new prospects
- Retention of existing account portfolio
- Manage overall team budget achievement
- Assist in identifying new market opportunities and initiate sales to those markets
- Achieve and expand monthly/annual revenue goals and submit accurate sales forecasts
- Work with other departments to resolve problems regarding customer issues

Qualifications for strategic accounts manager

- Provide current market information such as current trends, sales techniques,

- Act as escalation point for inside sales team
- Ensure company policies and procedures are met
- Deep understanding and insight into the veterinary market, assigned accounts, people, practices, bias's, competitive strategies and tactics
- May coach, manage and mentor staff, assign work, monitor activities, evaluate performance and manage escalated / critical issues
- Ability to influence and motivate extended teams and others to assist in driving business objectives