



Example of Strategic Accounts Manager Job Description

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Our growing company is looking for a strategic accounts manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for strategic accounts manager

- Possesses sufficient technical, operations and business knowledge to present a compelling value proposition to prospects and customers
- Achieves revenue growth, profitability, expense control, process optimization, productivity, and customer satisfaction objectives
- Ensures that management and the account team are kept informed of business requirements and significant developments within accounts and is involved at critical times
- Acquire and develop experienced commercial talents through individual and collective coaching to leverage diversity, develop influencing capabilities and share best practices to achieve superior individual and collective performance
- Develop and execute on an overall strategic account plan to drive activities for an assigned key account or channel partner
- Act as a subject matter expert in all matters pertaining to the assigned account or channel partner
- Build and maintain mutually beneficial relationships with key decision makers and influencers within the assigned account
- Provide information and collateral to customer account counterparts to assist them with internal marketing of our Company's products and offerings
- Utilize a thorough understanding of the Company's offerings and value propositions, in combination with an overall understanding of the market drivers for the assigned account, to uncover profitable new business opportunities using consultative dialogue with partners to understand their

- Meet or exceed key financial goals for assigned key account or channel partner (e.g., commenced new business, invested capital, total revenue, qualified properties, properties under contract)

Qualifications for strategic accounts manager

- Bachelor's degree in Business, Marketing, Engineering or Finance, or equivalent experience
- This person must be highly organized, with charismatic and varied communication style
- 5 years of related wine industry experience required
- Must be able to drive a car and travel via plane/train frequently
- 5+ years of commercial interior industry experience working in Strategic Accounts or Large Account Selling
- Spanish and English language business writing and speaking skills required