



# Example of Strategic Accounts Manager Job Description

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Our growing company is looking to fill the role of strategic accounts manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for strategic accounts manager

- Work with product marketers, segment staff and product developers to provide input on legal and regulatory information products, services or solutions which allow our corporate customers to access & utilize our content & solutions more efficiently
- Grow the number of clients
- Grow average revenue per client
- Increase share of wallet from these accounts
- Overall turnover rates
- Bring a fresh insight to client's business that will help them deliver a competitive advantage within their industry
- Develop joint strategies that are mutually beneficial to both companies
- Work independently and within our matrix organization to establish selling strategies and tactics that result in new business generation within segmented strategic account business
- Drive profitable growth in assigned strategic account customers
- Identify, negotiate and win new strategic account business

## Qualifications for strategic accounts manager

- Comfortable with giving direction to others
- Good, consistent customer follow-up skills via voicemail, email, or site visits
- Five years or more of experience in the physical security field
- Completed Trade School or Two Year Degree in Basic Electronics, or at least 2

- Previous experience calling on Strategic/National Account highly preferred