



Example of Strategic Accounts Manager Job Description

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Our innovative and growing company is hiring 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

- Lead the process to identify and evaluate opportunities by assessing the viability and profitability of customer targets for the Veritiv Strategic Account program
- Analyze customer needs in accordance with pricing, supply chain, inventory, and logistics management, inventory management and the level of direct support the customer will need to provide a program that will meet or exceed their needs and create a long term profitable growth oriented relationship for both the Customer and Veritiv
- Manage team of on-site account managers to ensure relationship with customers stays strong and viable and lead the team to seek and implement improvements that will provide cost savings to the customer and Veritiv
- Monitor service levels for strategic account customers
- Conduct internal account reviews with Veritiv sales management teams to provide updates on project details and to collaborate on growth opportunities
- Drive the Strategic key account business internally and have a dual brand mindset
- Drive the Strategic key account business internally/externally with focus on targets and (category) market share at accounts
- Effectively manage all account teams (Account/Sales Executives, Sr Client Managers, Sales Specialists and Research Specialists), by creating and coaching to unified account strategies and establishing role clarity to drive

- Develop an annual operational business plan for the Region, informing the work of field staff and directing the way in which the Region plans to grow its revenues
- Ensure team members are properly trained on product knowledge, sales and account management process and overall Internal sales policies and procedures

Qualifications for strategic accounts manager

- University degree in a Business related subject with 5-7 years of sales or key account management experience
- Proven understanding and experience of working in Travel Retail channels
- 5 years of experience in Management experience
- Retirement Industry experience preferred/ designations
- Bachelor's degree (or equivalent experience) and 8 years of related experience or Masters Degree with 6 years of related experience
- 5+ years- experience, preference for recent and verifiable strategic account management experience in penetrating/growing strategic/national accounts (preferably within a retail, industrial distribution, construction materials and/or consumer goods company)