



Example of Strategic Accounts Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of strategic accounts. 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

- Provide "voice of the customer" within the BSD organization
 - Represent areas of responsibility at various functions such as trade shows, sales meetings, internal and external training programs
 - Onboard, coach and collaborate with counterparts to up-level success rates and drive improved performance (~70% of time)
 - Key Reseller Relationships
 - Assume cross platform ownership of and effectively manage multiple relationships within each assigned key reseller (i.e., multi-level, multi-buyer) including forging strong relationships with the highest level executive at the reseller in order to grow the account
 - Ensure reseller growth by driving them into new business areas, identifying deficiencies and truly understanding their needs
 - Application of data analytics to effectively consult with the resellers on ways to improve their business
 - Coordinates the involvement of appropriate internal resources including Customer Care, Sales Operations, Digital/Content and management resources in order to meet account performance objectives
 - Execute headquarter initiatives with the USI field sales team and the customer branch locations in areas like pricing, strategic programs, X-sell
 - Leads reseller growth through innovative strategy development, and implementation of growth initiatives
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- Consistent commitment to launching and managing revenue growth initiatives
- Minimum 10 years of experience in the healthcare industry
- Proven track record of leadership and collaboration (both internally and externally) to achieve business results
- Ability to develop and manage to budgets and/or business plans is vital
- Ability to troubleshoot and resolve very complex problems
- Ability to manage and develop complex relationships internally and externally