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| Order Date | 2020-01-22 |
| Start Date | 2020-01-22 |
| Pay Rate |  |
| Heavy Lifter | No |
| Shift | TBD |
| Hours |  |
| Location |  |
| Supervisor |  |
| Openings |  |
| Background Requirements |  |
| Job Description | Account Manager Job Responsibilities:   Develops new business by analyzing account potential; initiating, developing, and closing sales; recommending new applications and sales strategies.  Identifies potential in accounts by studying current business; interviewing key customer personnel and company personnel who have worked with customer; identifying and evaluating additional needs; analyzing opportunities.  Initiates sales process by building relationships; qualifying potential; scheduling appointments.  Develops sales by making initial presentation; explaining product and service enhancements and additions; introducing new products and services.  Develops new applications by preparing specifications; conferring with product engineering.  Closes sales by overcoming objections; preparing contracts.  Contributes information to sales strategies by evaluating current product results; identifying needs to be filled; monitoring competitive products; analyzing and relaying customer reactions.  Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.  Enhances department and organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.  [Work Hours & Benefits] This is a great place to include details about your firm’s working hours and benefits. Tell account managers about telecommuting options, flexible hours or work-week structures, and any travel requirements. You can also highlight any benefits your firm brings to the table, like profit-sharing, paid parental leave, or childcare reimbursement.  Account Manager Skills and Qualifications:   Client base  Establishing partnerships/alliances  Prospecting skills  Meeting sales goals  Fostering teamwork  Planning  Building relationships  People Skills  Initiative  Customer focus  Emphasizing excellence  Education and Experience Requirements:   Bachelor’s or master’s degree with a concentration in marketing, promotions, advertising sales, or business administration preferred  Industry experience a plus  3+ years sales experience exceeding quotas  Stable employment history  [Call to Action] Now you need to turn interested parties into actual applicants. The best performing job descriptions them know exactly how to apply with a well-crafted call to action. Give prospective managers specific details on resume or application submissions, or tell them to click on the “apply” button at the top of the job listing. |
| Education Requirements |  |
| Experience Requirements |  |
| Skill Requirements |  |
| Certification Requirements |  |