

Sales Account Manager Job Description template

Sales Account Manager Job Description Template/Brief

We are seeking a dynamic Sales Account Manager to join our team. This role involves managing client accounts and driving sales growth while building lasting relationships with customers. The ideal candidate should have strong communication skills and a proven track record in sales and account management.

Sales Account Manager Job Profile

A Sales Account Manager will manage and grow client accounts by understanding their needs and offering tailored solutions. They will work to achieve sales targets and develop strategies to expand the company's customer base. This role requires excellent interpersonal skills and a knack for problem-solving.

Reports To

The Sales Account Manager reports to the Sales Director.

Sales Account Manager Responsibilities

- Develop and maintain strong relationships with key clients.
- Identify new sales opportunities within existing accounts.
- Work with cross-functional teams to ensure client satisfaction.
- Prepare and deliver presentations to clients.
- Negotiate contracts and close agreements to maximize profits.
- Understand customer needs and propose solutions.
- Track sales metrics to identify trends and insights.
- Provide regular updates on account status and sales performance.
- Coordinate with marketing teams to create client-specific campaigns.

Sales Account Manager Requirements & Skills

- Proven experience in sales or account management.
- Strong communication and negotiation skills.
- Ability to build rapport and maintain client relationships.
- Experience with CRM software and sales analytics.
- Understanding of sales performance metrics.
- Bachelor's degree in Business, Marketing, or related field.
- Excellent problem-solving and organizational skills.
- Ability to work independently and as part of a team.