

Sales Account Director Job Description template

Sales Account Director Job Description Template/Brief

We are seeking a dynamic Sales Account Director to lead our sales efforts. This role involves managing key client relationships and driving revenue growth. The ideal candidate is a strategic thinker with strong communication and leadership skills.

Sales Account Director Job Profile

The Sales Account Director is responsible for overseeing the sales team and developing strategic plans to meet sales targets. They will nurture existing client relationships and explore new business opportunities. This role requires excellent negotiation skills and the ability to inspire a sales team.

Reports To

The Sales Account Director reports to the Vice President of Sales.

Sales Account Director Responsibilities

- Develop and implement sales strategies to achieve company goals.
- Manage and grow key client accounts.
- Lead, mentor, and motivate the sales team.
- Identify and pursue new business opportunities.
- Collaborate with marketing to align sales and marketing strategies.
- Prepare and present sales reports and forecasts.
- Negotiate and close significant deals with clients.
- Maintain an in-depth understanding of market trends and competitors.
- Ensure customer satisfaction and address any client issues.
- Attend industry events and conferences to expand network.

Sales Account Director Requirements & Skills

- Proven experience as a Sales Account Director or in a similar role.
- Strong leadership and team management skills.
- Excellent communication and negotiation abilities.
- Ability to develop and execute strategic sales plans.
- Experience in managing key accounts and client relationships.
- Understanding of market trends and competitive landscape.
- Bachelor's degree in Business, Marketing, or related field.
- Ability to travel as needed.
- Proficiency in CRM software and MS Office.