

Account Manager

Does this sound like you? You love to build and grow relationships. You enjoy maintaining a schedule and following-up. You're great at solving problems and can sell ideas in your sleep. Perhaps you could be an **Account Manager**.

Job Overview

An Account Manager is a sales professional who performs a variety of duties aimed at managing client relationships, as well as developing new business from existing clients. Account Managers are typically responsible for developing long-term relationships with a portfolio of clients, connecting with key stakeholders and executives. They also play a critical role in liaising between cross-functional internal teams to ensure client needs are being met. In most cases, a Sales Executive actively seeks out new clients and once the client has signed, the Account Manager takes over. As with most sales roles, Account Managers are typically compensated with a base salary plus a commission based upon the amount of revenue generated.

Top Skills & Competencies

- Build Relationships
- Customer Focus
- Cross-Functional Teamwork
- Listening Skills
- Attention to Detail
- Organizational Skills
- Negotiating Skills
- Presentation Skills