

## JOB DESCRIPTION of Key Account Management

**Title** : Key Account Management

**Department** : Sales

### Key Responsibilities:

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1. **Strategic Account Growth:** Develop and execute strategic plans to grow and retain key accounts, ensuring long-term business relationships and revenue growth.
2. **Customer Advocacy:** Serve as the primary point of contact for key accounts, advocating for their needs within the organization and ensuring high levels of customer satisfaction.
3. **Sales Target Achievement:** Meet or exceed sales targets associated with key accounts by identifying new business opportunities and maximizing existing revenue streams.
4. **Cross-functional Collaboration:** Work closely with internal teams such as sales, marketing, product development, and customer service to align strategies and deliver comprehensive solutions to key accounts.
5. **Account Planning and Management:** Develop account plans, conduct regular business reviews, and implement strategies to address challenges and capitalize on opportunities within key accounts.
6. **Other tasks as assigned.**

### Required qualifications and skills:

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1. **Relationship Management:** Strong interpersonal and relationship-building skills to establish and maintain trust with key stakeholders at client organizations.
2. **Strategic Thinking:** Ability to develop and execute strategic account plans that align with both customer needs and company objectives.
3. **Negotiation Skills:** Proficiency in negotiation techniques to secure profitable contracts, manage pricing discussions, and resolve conflicts to the satisfaction of both parties.
4. **Communication Skills:** Excellent communication and presentation skills to effectively convey the value of products or services and build rapport with key decision-makers.
5. **Financial Acumen:** Understanding of financial metrics, profitability analysis, and the ability to develop pricing strategies and business models to maximize revenue from key accounts.
6. **Problem-Solving:** Strong problem-solving abilities to navigate complex customer challenges, address concerns, and identify innovative solutions.

7. **Industry Knowledge:** Deep understanding of the industry, market trends, competitor activities, and the ability to leverage this knowledge to anticipate customer needs and drive business growth.
8. **Adaptability:** Requirements working on CRM systems, and other tools to track sales activities, manage leads, and generate reports.

### **Why work at Helukabel (Vietnam)**

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- Insurance with full Salary
- Accident insurance & Healthcare
- Incentive/ Bonus
- Salary review
- Annual leave and 5 days work a week
- Business trip allowance
- Working with young motivate team
- Much more! Growth opportunities and learning development.

### **How to apply?**

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Interested candidates should submit their resume and a cover letter highlighting your relevant experience and achievements in key Account Management to email.

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