20 Top Jobs of the Future

According to Helen Janota, a Labour Market and Careers Information consultant who has analysed data from the ONS, these jobs are likely to be in demand over the next 15 years.

We'll publish details of a different one each week.

This week = 1st – 7th March 2021.

Huntcliff School
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No. 20 – Sales Accounts Managers

All sectors need people skilled at selling things. There are lots of opportunities for those who can help to develop and grow the sales of a company. A Sales Account Manager oversees sales activities and develops relationships with customers. They are responsible for managing accounts, ensuring clients are satisfied, and generating new sales opportunities. They're usually found working within the sales or marketing department, and may be dedicated to a single account, or look after several as part of a portfolio.

Many Account Manager vacancies are advertised as graduate positions. However, it's more than possible to break into the industry without a degree, and previous sales or account management experience or qualifications will help you get started in the industry.

Estimated salary = **£34,000** per year.

Key skills for an Account Manager include:

- Excellent negotiation skills
- Financial acumen, and experience managing budgets
- Self-discipline
- Initiative
- Confidence
- The ability to work well under pressure