



Example of Account Director Job Description

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Our innovative and growing company is searching for experienced candidates for the position of account director. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for account director

- Owns client relationships in collaboration with VP Client Partner and Client Partner
- Runs day-to-day operations of specific account work streams
- Take the leadership role in strategic development of marketing plans to grow the clients' business generate incremental billings and income
- Set strategic direction for client programs
- Oversee the execution of client programs
- Collaborate with Hanley Wood Marketing creative directors to provide input and direction for creative strategies
- Develop strong relationships with all clients at appropriate levels
- Build a world-class account team dedicated to setting strategic direction and leading teams to implement client programs
- Draft strategic proposals, develop programs and present to clients and new business prospects
- Seek opportunities to grow existing business and secure new business for the firm

Qualifications for account director

- Exceptional customer service skills with an emphasis on relationship building
- Minimum 12 years experience in sales, account management or airline industry - thorough knowledge of company's product and service offerings required

- Ability to handle multiple projects/activities simultaneously essential
- Minimum of bachelor's degree or equivalent in a related field
- 3+ years of demonstrated track record of developing senior-level client relationships