



# Example of Account Manager, Corporate Job Description

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Our innovative and growing company is looking to fill the role of account manager, corporate. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for account manager, corporate

- Lead solution development efforts that best address customer needs, while coordinating the involvement of all necessary company personnel
- Manage the sales process through all aspects from generation of first appointment to the point of contract being signed
- Manage key customer relationships through life of contract
- Deliver sales targets and business objectives through an effective sales plan
- Develop and manage business pipeline for allocated account group
- Maintain CRM records
- Lead project groups and manage implementation
- Produce and present MI reports to customer
- Present to internal sales groups
- Coordinates sales and service activities with cross divisional peers and internal functions

## Qualifications for account manager, corporate

- Minimum 5 years of experience in communications, public or media relations
- Minimum of 3 years client and team management experience
- Knowledge of and direct experience in the technology industry required
- Detect opportunities to optimize the client's facility, a.o
- Managing tailored features programmes
- Working with the senior team to coordinate hub team activity