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# Example of Account Business Manager Job Description

Our growing company is looking to fill the role of account business manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for account business manager

* Take responsibility for the management and upselling Google products to your clients
* Manage operations within the sales team, aligning workflow among team members to execute complex initiatives and ensure accountability to team goals
* Develop forward thinking, data-driven sales analysis and recommendations that align with client goals
* Serve as a liaison with clients regarding new product launches and advertising opportunities while ensuring that clients are meeting their KPIs
* Develop, monitor and communicate key success metrics to ensure that activities are prioritized to clearly defined client strategies and tactics to attain the desired results and to identify and communicate upsell opportunities
* Manage select administrative functions on behalf of Corporate Account Managers (CAMs) to allow CAMs more selling time
* Represent the Sales Department in key cross functional initiatives/committees to ensure that the Sales Department is informed and engaged in corporate initiatives as required
* Facilitate and document Strategic Pricing Committee processes and decisions and tracks respective success rates
* Monitor industry media and communicate issues and opportunities to the organization
* Work with marketing to coordinate STI involvement and participation at industry conferences and incorporate feedback for continuous improvement in ROI

## Qualifications for account business manager

* Bachelor’s degree in mechanical or biomedical engineering or business
* Work experience in sales or marketing for a minimum of 3-5 years with experience calling on regional/national chain customers
* Must have leadership, networking, relationship, sales strategy and planning, strategic thinking skills
* Work experience in sales or marketing for a minimum of 1-3 years with experience calling on regional chain customers
* Must be progressing in the development of leadership, networking, relationship, sales strategy and planning, strategic thinking skills
* Strong working knowledge of AdWords (Experience with campaign management)