Downloaded from <https://www.velvetjobs.com/job-descriptions/account-general-manager>

# Example of Account General Manager Job Description

Our innovative and growing company is looking to fill the role of account general manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for account general manager

* Identify, plan and develop new Aerospace customers in line with business development plans/targets
* Collects, reports and analyzes the customer feedback / information on present future market trends in the context of possible further market penetration
* Travel required throughout territory, typically upwards of 75% with some overnight stays
* Prepare and update twice a year a detailed Territory Plan which outlines the Go to Market plan, which engages the partner community and product opportunity mix
* Manages the activities of the sales force and ensures familiarity and training regarding markets, products, services, selling skills
* Drives pricing reviews & contract requirements for strategic PMA contracts with OSM (operational service mgr, RM (Regional Mgr) and OVP (Operational Vice President) to position TSG/TFIS favorably to meet new business development goals and profitability
* Understands customer requirements and provides solutions in a consultancy way while meeting their needs
* Ensures order processing, architectural service, construction, and shipment schedules to equipment installation are orderly and timely by communicating with logistics and project managers
* Prepare statutory / local GAAP/ SFC FFR reports for month end and year end closing for the Hong Kong General Account legal entity
* Deliver accurate and meaningful financial information for management reporting at local and consider implications at group level

## Qualifications for account general manager

* Bachelor degree or relevant work experience will be considered
* Minimum of 5 years Aerospace (General Aviation) experience required in a Sales or Technical job function
* Prior coatings or chemical materials experience required
* Able to travel over 75% of time and work a flexible work schedule including nights and weekends
* Develop and implement strategies for the assigned account to ensure maximum revenue and profitability
* Maintain a high level of awareness in regards to industry trends and competitive activity within the territory