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# Example of Account Leader Job Description

Our innovative and growing company is looking to fill the role of account leader. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for account leader

* Build the appropriately skilled and qualified account team based on the account’s current and future needs, expectations and revenue and profit contribution
* Establish and orchestrate internal and external senior level account relationships
* Guide the client adroitly through the drug development process
* Create, update and facilitate the execution of a Strategic Account Plan
* Update Strategic Account Teams, on a quarterly basis, of plan and strategy
* Coordinate, as appropriate, with Partnership Office
* Coordinate cross-SBU project planning
* Orchestrate SBU-level BD personnel for selling against key client needs
* Coordinate selling of integrated services to clients
* Have team prepared to present internal and external business reviews

## Qualifications for account leader

* Fluency in Ukrainian language
* Good English language skills to allow efficient scientific reading in the disease area and to take part in international meetings and trainings
* Brokers licence is mandatory
* Must have strong technical knowledge of product area or industry
* The candidate must have a deep understanding of Strategic Outsourcing model with professional experience in a partnership for a sustained period of time
* Must have experience of having worked in at least 2 large Strategic Outsourcing Deals