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# Example of Account Manager Commercial Job Description

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

## Responsibilities for account manager commercial

* Front door” for all Middleware risk, audit and regulatory engagements and activities
* Engage customers in advance to transact annual service/support renewals Follow up on existing customer leads generated by marketing
* Account ‘care and feeding’….act as internal customer advisor
* Quarterly campaigns/programs and initiatives built to target our existing customer base
* Facilitate conversations between sales and finance/legal/ops/shipping
* Research accounts organizational structure to develop new opportunities
* Work directly with channel partners/channel managers to engage clients and leverage the alliance team to engage in OEM/resell opportunities
* Combine sales, marketing and a basic technical understanding to further promote the FE brand within the install base accounts
* Responsible for all aspects of contract management, including proposal development, risk management and mitigation, specification compliance, scope development, pricing, and support customer negotiations
* Provide leadership during the deal review process to ensure that all technical risk points, risk mitigation, and business risk acceptance levels are appropriately managed

## Qualifications for account manager commercial

* Must have previous sales experience in the enterprise market
* Ability to call on C-level executives
* Ability to facilitate large meetings with multiple points of contacts/players
* Develop and negotiate Terms and Conditions for customer proposals based on risk / reward analysis
* Take on additional duties or projects as required, within reason, by the business to support any other part of the GTF business
* Flexible mind-set and ability/willingness to work across a matrix organisation