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# Example of Account Manager, Enterprise Job Description

Our growing company is hiring for an account manager, enterprise. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for account manager, enterprise

* Review assigned accounts to highlight key results, analyze metrics, demonstrate value, and emphasize the ROI, , recommend process/procedure changes to better utilize DocuSign’s services
* Engage company sales specialists, channel and alliance partners to fully leverage the portfolio of company solutions
* Coordinate Business Unit (BU) delivery organizations to support client engagement and service in the account
* Actively engage executives to build strategic relationship which favorably position long-term business opportunities for the company and are complementary to overall account activities
* Drive integrated planning and coordinated sales execution People Management
* Identify and grows key performers and develops a succession plan
* Motivate and support sales teams in selling
* Nurture and advance the talent required to maintain the company sales force excellence within area of control
* Typically qualify large complex, deals within an account within one region
* Work with all levels of decision-makers in the client organization including the Chief Executive Officer

## Qualifications for account manager, enterprise

* Adheres to SBC and company's code of ethics
* Digital fabrication (3D printer, CNC )
* Minimum of 5-10 years enterprise solution selling experience
* Ability to conduct business in Dutch and English
* Ideally educated to a Degree level with proven sales experience working for a technology company preferably within the unified data management market (e.g., storage management, eDiscovery, records management)
* Strong and demonstrated success in solving customer problems while selling enterprise software, storage infrastructure, or cloud solutions