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# Example of Account Manager, Enterprise Job Description

Our growing company is looking to fill the role of account manager, enterprise. 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 manager, enterprise

* Be responsible for sales of Managed Print Services into the Enterprise Market within NSW
* Monitors customer account activity to identify fluctuations and trends in customers’ shipping patterns
* Collaborates with internal departments (e.g., Operations, Transportation, Billing, Information Technology, ) to support customers’ needs and expectations
* Compiles customer account reports to provide management with pertinent account information
* Develops individual sales performance plans (e.g., identify sales trends, remove sales barriers, create sales forecasts, ) to meet and exceed strategic MI sales goals
* Performs administrative functions (e.g., travel arrangements, expense reporting, ) to support sales activities
* Structures presentations, offerings, and contract negotiations that move the customer toward the purchase
* Collaborates with internal resources
* Develops and manages sales funnel to analyze and manage activity and provide accurate and detailed forecasts of identified and proposed opportunities
* Prepare accurate reports on activity and forecast, including long-term

## Qualifications for account manager, enterprise

* Must be fluent in Norwegian
* Direct experience in dealing with challenging and stressful situations, uses rigorous logic and methods to solve difficult problems with effective solutions and can communicate difficult messages that will create a negative impact to the client
* Knowledge of basic financial-selling concepts in support of business cases for the company's solutions
* 3 years experience in PC Industry
* Understanding and knowledge of managing large major accounts
* Proven track record of sales, including five or more years of business-to-business outside sales experience