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# Example of Account Manager, Enterprise Job Description

Our growing company is searching for experienced candidates for the position of account manager, enterprise. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for account manager, enterprise

* Ensure customer issues are acknowledged and resolved in a timely manner
* Develop and actively pursue list of targeted Key Accounts and create individual plans of action to penetrate these accounts
* Residence in the Houston Metro Area is a requirement
* Lead large account development and acquisition strategies mapped to the organizational mandates, pain points, compelling corporate mandates, and planning cycles
* Driving growth through the development and expansion of customer and channel relationships
* Business planning (write and agree to business plans)
* Use expertise to seek out new opportunities and expand and enhance existing opportunities to build the pipeline and drive new business
* Be responsible for managing HP’s largest enterprise and government accounts
* Develop and maintain strong trust and rapport with C-level executives and their respective teams to advocate and support HP within the organization and their stakeholders
* Responsible for driving profitable revenue and closing opportunities within strategic named accounts by initiating, developing and/or delivering unique solutions that result in improved customer outcomes and benefits Abbott

## Qualifications for account manager, enterprise

* Several years of outside sales experience in our industry is preferred
* Extensive experience in a relationship selling role where you were recognised as a top performer
* Currently working in an MNC in direct sales for government
* 10+ years sales experience prefer 4 years in enterprise software sales
* Target Account Selling or other strategic selling program
* Experience closing million dollar plus transactions with large corporations