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# Example of Account Manager, Enterprise Job Description

Our innovative and growing company is looking for an 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

* Work closely with the client services and product teams to insure customer success in order to drive expansion opportunities
* Maintains knowledge of Veracode products, customer drivers and industry trends
* Sells strategic targeted products to meet assigned goal
* Maximizes revenue for Enablon products
* Ability to coordinate and work well with a diverse team of presales, product, services, management and partner staff
* Conduct quarterly business reviews with HP executive and stakeholders
* Manage and nurture relationships at multiple levels - C-level, sales leaders and reps, marketing, operations
* Increase User Adoption- Develop programs to increase usage and adoption of our solutions
* Full ownership of AtHoc deals in your assigned region (located in U.S. )
* You'll also lead complex enterprise sales campaigns while managing a diverse set of partners within your accounts

## Qualifications for account manager, enterprise

* Ideal experience includes solution selling with a focus on Cloud and Software Defined solutions
* Depending on start date and pending finalized 2016 plans, manage $2M in baseline revenue with annual revenue goal growth plans
* Develop deep, strategic relationships with key decision makers within the existing client base
* Consistently deliver sales targets every quarter
* Establish deep relationships with engineering, product, support team to drive product improvements and sales forethought in the planning process
* Build and refine internal processes for seeking efficiencies in both time and client management