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# Example of Account Manager / Public Job Description

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

## Responsibilities for account manager / public

* Recommend and demonstrate products and features as appropriate
* Retain existing base and drive revenue growth through current clients of EDQ
* Develop strategic sales and marketing plans to deliver on revenue targets
* Act as an expert resource and though leader on EDQ software for Public Sector
* Interact with Key Opinion Leaders in care areas
* Position GEHC as the partner of choice in the Government’s 5 year plan for the Healthcare sector
* Be the trusted advisor and customer advocate for key account stakeholders and executive sponsors
* Drive projects and timelines both internally and externally to completion
* Understand and analyze market dynamics and competition to develop business opportunities
* Design, develop, and implement a coherent plan for penetrating these accounts across all solutions architectures and service offerings

## Qualifications for account manager / public

* Knowledge of HP portfolio
* Accuracy & patience
* P&L management experience product knowledge
* 5+ years successful selling experience preferably within the State and Local Market
* In-depth knowledge and provide examples of funding application success with customers through eRate, i3, grants Stimulus, green programs, RFP process, or other funding resources
* Strong selling skills in large accounts sound knowledge and experience in selling complex IT solutions