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# Example of Account Senior Executive Job Description

Our company is growing rapidly and is looking for an account senior executive. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for account senior executive

* Identify and prioritize new market opportunities and develop solution implementation and growth strategies in Japan
* Work with Regional product managers to provide feedback on products and pricing for the Japan market
* Implement strategic account plans for key customers, and build engagement plans that will grow with long term partnerships with key customers in the ECR market in Japan
* Day-to-day management of medical communications programs, web development projects, and recruitment/advertising materials
* Use best practices to ensure delivery excellence and client satisfaction
* Own the timeline and track budget throughout life cycle of program
* Maintain a proficient level of brand(s) knowledge
* Emotional intelligence, business intuition, conflict management
* Quickly become familiar with client’s brand (requirements, messaging, creative) and effectively work with internal teams to ensure programs are following client protocol
* Identify program objectives and evaluate program functions to recommend strategies and tactics to reach client set objectives

## Qualifications for account senior executive

* Create and provide current status and budget reports for client usage (e.g., invitation status, golf pairings, dinners, activities)
* A passion for our space and an incredible work ethic
* Creative problem solving and the ability to develop alternative solutions
* Fierce, can-do attitude
* Must be able to travel up to 50% of the time with 50% being air travel (domestic) and/or 50% being driving between customer sites
* Strong understanding and facility with TV and digital media, advanced data companies.Facility to translate advanced audience data analytics into TV planning/strategy