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# Example of Account Service Manager Job Description

Our innovative and growing company is searching for experienced candidates for the position of account service manager. 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 service manager

* Remains current on regulations and industry trends which affect service offerings and turbine sales for North America and target markets
* Support high visibility customer engagement teams, Program Management reviews, rate readiness reviews , as applicable
* Responsible for providing dedicated account management support for specific accounts and developing excellent relationships with the account’s key contacts
* Ownership of the Service management aspect of the relationship – engaging with each account on a regular basis
* Responsible for the successful integration of the Accounts into FundsNetwork
* Offer a business consultancy service to our clients, focusing on operational, technology and client service solutions – resolving complex issues and making it easier to do business with FundsNetwork
* Produce MI to share with the accounts to highlight sales operational trends – automation, contact analysis
* Identify / fact find revenue opportunities when interacting with the accounts and sharing relevant updates to the Sales / Propositions teams
* Engage with Senior Management on a regular basis to update them on the relationship, highlighting risks and opportunities
* Function as an extension of Retirement Solutions and Institutional sales teams when partnering with Marketing, Product, Business Management and Shared Services

## Qualifications for account service manager

* Four year University degree
* Previous experience working with complex commercial accounts, with an emphasis on transportation and/or construction industry focused experience preferred
* Executes the complete sales cycle, from prospecting and qualifying sales leads, coordinating sales activities and required resources for solution development, to presenting solutions and negotiating through the close
* High School Diploma and 12+ years of relevant experience or Bachelor's Degree and 10+ years of relevant experience required
* Previous FTTx experience highly preferred
* Supports and participates in team sales initiatives where applicable by gathering and communicating pertinent information for assigned accounts