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# Example of Account Technology Strategist Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of account technology strategist. 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 technology strategist

* The chances to lead virtual teams of deep technology experts and partners who have a vested interest in the customers, without having management responsibilities
* An exposure to international environment
* Strategic vision –Leading the identification of customer local business priorities, reconciling with the global customer strategy, composing the two together to develop a strategic and technical local development roadmap
* Technical architecture ownership- Leading the design and delivery of technical architectures in industries such as Financial Services and Manufacturing / Aerospace & Defense
* Executive presence- Owning relationships with technology executives -CIO/CTO/CDO and members of their office, and developing & influencing relationships with other CxOs (CEO, COO, CFO, …)
* Technical architecture ownership- Leading the design and delivery of technical architectures in industries such as Government and Healthcare
* Technical architecture ownership - Leading the design and delivery of technical architectures in industries such as
* Technical architecture ownership - Leading the design and delivery of technical architectures in Startup industries
* Gathering and sharing broad insights about customers and the IT Technology landscape with your colleagues
* Promote the long-term growth through the sales, adoption and sustained usage of our cloud solutions by customers

## Qualifications for account technology strategist

* Passion for technology or industry demonstrated through social media, published articles or the like is a plus
* 5+ years of sales experience to technical customers
* Additional training or education in Business, Sales or Marketing is preferred
* 5+ years of sales experience with large accounts preferred
* Bachelor’s degree in Computer Science or a similar information technology-related discipline ideal
* Extensive experience in working within teams preferred