Downloaded from <https://www.velvetjobs.com/job-descriptions/account>

# Example of Account Job Description

Our company is searching for experienced candidates for the position of account. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for account

* Have a deep understanding of the features, benefits and capabilities of digital media and print products
* Understand how SF Chronicle and SFGate.com's products will achieve ROI for clients, including target demographics, DMA, search, and relevant marketing KPI's
* Work with the internal teams (Planning, Ad Products, Marketing, Trafficking) on ensuring campaign requirements are implemented successfully
* Work with key customer to identify future product requirements for LBS solutions and services and communicate the requirements to product and operational team within organization
* Focus on expanding sales with new profitable Services
* Ensure contract/order fulfillment, including delivery of Services
* Completion of Sales Activity and Competitive/Market Intelligence Reports as specified by Manager
* Support finance on non-deliverable collections
* Prospect and close business with a targeted list of agency and advertiser accounts
* Develop strong, mutually beneficial relationships with clients

## Qualifications for account

* 5+ years agency experience is required
* You need to be starting and completing tasks and projects on time and thinking about how and when to involve other departments, teams
* Ability to drive and identify sales leads and close new business
* Ability to actively and continuously pursue sales leads
* Creative and persuasive communication skills
* Ability to manage work independently and effectively