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# Example of Account VP Job Description

Our growing company is hiring for an account VP. 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 VP

* Actively lead or participate in New Business Development
* Contribute to $10mm worth of revenue per year
* Own all facets of Account Planning group communication, coordination, and management
* Work with Resource Management to staff projects and accounts with the appropriately skilled resources
* Support continuous performance management by monitoring, mentoring, and tracking individual team member's performance
* Build and train the next generation of leaders in the Account Planning group
* Maintain voluntary turnover below 20% for group
* Maintain group utilizations > 80%
* Maintain personal utilization > 50%
* Bring with you credible strategic & technology thought leadership and visioning skills

## Qualifications for account VP

* Able to demonstrate creative problem solving experience
* Undertakes regular service reviews
* Ability to develop strategy and support the sales effort
* Substantial experience in product management in financial services, strategy consulting or strategic planning
* Detailed and Organized - Must be comfortable with familiarity with details of all work streams while managing team
* Demonstrated experience presenting to large and sophisticated life insurance professionals and sr