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# Example of Account VP Job Description

Our growing company is looking for an account VP. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for account VP

* Showcase technology plans quarterly with key customer partners (CTO, CIO & CMO & organization)
* Run your business like a GM with full P&L responsibilities and perform regular monthly operations reviews detailing the state of the business
* Be based in Little Rock, AR
* Accountable for managing the current activities and strategic direction of a single client relationship, or group of client relationships
* Minimum of 4 years of experience in market access/reimbursement and 2 years of experience in the pharmaceutical/managed care arena to ensure an in-depth understanding of the pharmaceutical industry and the access/reimbursement issues that impact a product's success
* Minimum of 2 years of experience within an agency and supervisory experience are required
* Experience as a V.P
* Strong track record in business development and account development
* Proven ability to identify marketplace opportunities
* Ability to build product- related managed markets strategies with bio-pharmaceutical contacts

## Qualifications for account VP

* Omni-channel initiatives preferred
* Integrated experience (traditional, digital, activation) preferred
* Experience deploying digital shopper programs, and
* High comfort level with research
* The ability to communicate and cultivate relationships with all levels of an organization and to work independently and as part of a team
* Extensive prospecting for additional opportunities with existing relationships