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# Example of Business Account Manager Job Description

Our company is hiring for a business account manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for business account manager

* Plan Year End (Testing, 5500 and Audits)
* Transactions (Contrib., Distributions, Loans)
* Automated Services (DX/FPA Error Review, Conversion, Data Exchange, AE/ADI)Applies knowledge to handle many problems independently but seeks guidance in highly complex situations
* Channel development manager(s) are required to increase the Avast partner base by engaging resellers and MSPs around the full Avast/Avg product portfolio
* You will work with new partners to sell core antivirus products whilst focused on our outstanding RMM solutions
* You will be requireed to ‘Land and Expand’ new partners working closely as they sell to their end user clients building from core AV to RMM to NOC services
* You will work to close company generated leads but also bring to bear your own existing channel relationships in developing lasting partnerships with resellers and MSPS
* Whilst primarily a field sales role initially you will be required to spend time cultivating warm leads via telephone contact, possibly in conjunction with our experienced Sales Engineers for detailed technical assistance in bringing on new clients
* You will be required to present solutions and commercials to prospective clients, develop sales proposals and negotiate with Service Providers
* You will be required to provide input to Sales Manager/Director for weekly, monthly and quarterly forecasting

## Qualifications for business account manager

* You will participate in sales meeting/events and monitor competitors, market conditions and product development
* Generate revenue by working with high-profile corporate clients, mainly Fortune 1000 companies
* Personal network at Senior Management level within major national and multinational companies (network within HR Directors, Learning & Development Directors community a strong plus)
* University graduate, preferably with a Business degree
* Native Dutch speaker, plus fluency in English
* Sponsor Consulting