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# Example of Corporate Account Manager Job Description

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

## Responsibilities for corporate account manager

* Attend all journal specialty conferences to prospect and close new advertising customers (8+/year)
* Respond and negotiate all RFPs from advertising agencies for your journal territory
* Work strategically with customers to maximize both the depth of advertising products and the number of journals/websites they buy
* Sell microsite sponsorships and other new digital products as developed
* Monitor competitive publishers for comprehensive ad products and sales
* Participate in annual advertising rate review, competitive intelligence and media kit development
* Use salesforce.com system daily to maintain customer data
* Build strong relationships across Senior Level customer contacts in order to retain business and seek expansion opportunities
* Build and establish professional relationships with key personnel, decision makers and influencers
* Craft viable and profitable pricing structure in assigned customer accounts that will increase sales & profit margin spanning geographies

## Qualifications for corporate account manager

* A self-starter, able to work autonomously (someone who has embraced AM best practices and can autonomously identify what needs to be done)
* You will manage multiple accounts while building your proficiency and the necessary skills needed to implement client programs and help manage teams
* Networking and prospecting
* Interacting with people at all levels of an organization (including C-level executives)
* Utilizing Sales Force
* Consistent history of building solid business relationships with External Customers Internal MCP employees