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

# Example of Corporate Accounts Job Description

Our growing company is looking to fill the role of corporate accounts. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for corporate accounts

* Identifies key work activities, Sales and Operational requirements, manages RFP processes for client portfolio and successfully closes opportunities for new/upgraded solutions to existing clients, reviewing and providing guidance on any RFPs responses submitted by direct reports
* Accountable for Regional Revenues and reviews sales results to plan, periodically adjusting activities as required to capitalize on opportunities and initiating dialogue with Managing Director (MD) to address plan gaps
* Provides ongoing coaching and development to encourage employee growth and drive desired behaviours amongst direct and indirect reports, including utilization of bank supported client contact processes and customer retention strategies
* Develops client strategy reviews/plans in consultation with relevant stakeholders, reviewing and providing guidance on Direct or Indirect Report’s client plans
* Develop the national and affiliate sales strategies to achieve and exceed organizational goals and priorities
* Formulate and execute annual and long range marketing plans
* Meet and/or exceed revenue quota in accordance with all rules and guidelines as set forth by sales management and the corporation at large
* Effectively and efficiently utilize all required sales tools (Salesforce.com, Internal Order Processing, Internal Knowledge tools, etc) complete timely reporting of sales progress while demonstrating thorough knowledge of client base and prospects throughout the sales cycle
* Actively work to drive effective relationships and meaningful connections with clients
* Work to understand Corporate Tax Professional’s workflow processes, tools (online, software and print) implemented in those processes and locations where WK’s tools can provide benefits or best practice improvements

## Qualifications for corporate accounts

* Industrial marketplace experience preferred
* Must have proven success at the very highest levels in utilizing, leading, teaching, training and coaching to the consultative selling process
* Strong relationship development/collaboration with brand marketing resources, broad set of other stakeholders across the company
* Experience calling on corporate institutions selling complex products at c- level is desired
* Enthusiasm and energy is a must!
* Fresh graduates or B.Com with minimal (less than twoyears) experience preferred