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# Example of Director, Account Management Job Description

Our growing company is searching for experienced candidates for the position of director, account management. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for director, account management

* Grow relationships with internal support departments and involve their expertise in project execution
* The Associate Director will be responsible for a renewal pool of a $15 - $20 million across the year
* Support the PAML and/or CPO, colleagues in Client Deal Team, Legal, Pricing, and Product, in the negotiation of new contracts with assigned partners
* Have a passion for developing compelling business value proposals for CA Enterprise Management solutions portfolio and ultimately closing business
* Challenging yourself to create and deliver innovative product demonstrations for prospects, customers, and partners on-site and remotely
* Build and maintain positive relationships with key executives and decision makers
* Effectively lead and optimize each account’s customer experience with CA
* Targeting to meet or exceed CA’s financial sales goals, and strategic business targets
* Identifying customer needs, and gaining customer commitment
* Delivers value to customers

## Qualifications for director, account management

* Bachelor's degree or equivalent required with MBA preferred
* Proven abilities in negotiating with and influencing clients and staff at all levels the ability to successfully manage competing priorities while serving as a positive influence across the organization
* A great existing network of corporate and travel management company contracts
* Deep industry knowledge of corporate transient sales and revenue strategies and objectives
* Deep understanding of the direction the digital landscape is going and a passion for all things digital, including the application to drive measurable business value
* Superior client service and demonstrated ability to grow internal and external client relationships