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# Example of Director, Account Management Job Description

Our innovative and growing company is hiring for a director, account management. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for director, account management

* Plan and implement cross-departmental assessment of Enterprise accounts to define and segment based on unique client needs
* Coordinate Intarcia’s activities at major national trade association meetings & conventions
* Listen and identify the customer needs and highlight any cross selling opportunities to relevant sales specialist team
* Orchestrates service delivery across Health Plan operations departments, finance, network, data analytics, actuarial and underwriting
* Produce and manage new account development plans and opportunity analysis
* Facilitate a smooth on boarding experience for new enterprise accounts
* Identify and build strategic relationships with operational and executive staff within accounts to ensure the highest levels of efficient interaction
* Call, visit and coordinate regular meetings with the accounts to review account status, solution
* Utilization, and product enhancements, and product expansion opportunities
* Product Management, and Customer Service in support of accounts

## Qualifications for director, account management

* Bachelors Degree required, advanced degree
* Minimum of 10 years of combined pharmaceutical marketing, sales, managed care and professional business experience with proven track record in developing and/or executing access support programs and services, influencing managed care coverage/reimbursement
* Minimum of five years combined experience managing managed care and reimbursement strategy development and tactical execution, including managing payer/reimbursement support resources
* Thorough knowledge and understanding of the pharmaceutical payer and reimbursement environment (government and private payers) including coverage, coding, and payments
* Two to five years of experience managing, coaching, and leading teams
* Strong analytical, problem-solving, and business accumen skills and ability to work independently to develop effective strategies and execute on tactical programs/resources