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# Example of Enterprise Account Manager Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of enterprise account manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for enterprise account manager

* Presence and share in the account
* Builds and orchestrates sales pipeline activity
* Leverages executive sponsors and other company resources to strengthen the company's relationship and credibility with client influencers and decision makers
* Uses a consultative-selling approach to identify and advance opportunities that result in profitable revenue growth for the company
* Rigorously use reporting tools
* Direction received from others is for consultative purposes
* Serve as the customer advocate for assigned customers to ensure customer satisfaction with all Charter departments that affect the customer
* Develops, presents, and negotiates customer proposals to solicit and secure new business
* Manages service implementations for new customers to ensure successful execution
* Negotiates contract renewals (e.g., pricing, terms and conditions, ) to retain customers, increase profits, and to protect UPS’s interests

## Qualifications for enterprise account manager

* 60%+ out of the office meeting with customers
* Proven track record of success in telecommunications sales preferred
* Self starter with excellent time management and business sales skills
* Voice Network Technologies (including VoIP)
* Ability to conduct business in French & English
* 15+ years large account direct sales experience in the high tech/financial services/facilities equipment industry