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# Example of Enterprise Account Manager Job Description

Our innovative and growing company is looking to fill the role of enterprise account manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for enterprise account manager

* Maintains a detailed understanding of customer decision makers and influencers
* Provides leadership and direction regarding all Abbott interactions with strategic accounts
* Integrates information from ongoing business analysis and assessment into a multi-year plan and leads through persuasion and personal influence an internal ‘selling’ team to develop an actionable account strategy with short-term tactics to achieve desired results
* Coordinates all appropriate Abbott resources to execute the strategic account plan including assigning roles, expectations, responsibilities and timelines
* Acts as an internal advocate for the customer
* Strong internal and external networking skills with robust inter-personal skills that will develop and enhance long term relationships
* Responsible to sell ADDs total solutions to large, complex strategic accounts
* Lead and coach in a matrix management environment, lead a team through persuasion and personal influence that will deliver innovative solutions, high quality, that meet customer needs
* Maintains a relationship with existing clients as a professional
* Researches and begins to understand the client's industry, and develops a core understanding of client business needs and challenges

## Qualifications for enterprise account manager

* Excellent written and spoken in English, Mandarin will be a bonus
* Must be willing to travel extensively into the region, with a key focus on Malaysia, Hong Kong, Thailand and Taiwan
* Meet and exceed individual quarterly balanced revenue targets across the entire One EMC
* Secure new business by selling complete solutions supported by our range of products and services software licenses, professional services, customer training, maintenance agreements and support
* Relationship on C-Level at enterprise customers
* Bachelor degree or above in clinical/medical