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# Example of Financial Account Job Description

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

## Responsibilities for financial account

* Manage relationships with complex, strategic customers within the context of providing solutions
* Explore the opportunity to become the sole source service provider by aligning customer growth plans and delivering service excellence
* Develop and implement customer-specific strategic sales plans and forecasts to improve market share and strategic account penetration
* Collaborate with the customer solutions group, customer care group, marketing, other sales staff, operations and management to deliver seamless customer relationships to strategic and/or national accounts
* Develop new revenue with prospective vertical market customers
* Achieve net organic growth within assigned accounts
* Achieve or exceed established growth goals on a monthly basis and communicate results through the proper management channels
* Acquire expertise in all relevant product lines
* The Account Manager is responsible for teaming with the customer’s IT Organization to help build strategic relationships across the account, articulating a clear vision and generating enthusiasm, while impacting all business groups
* The Account Manager will work with all appropriate AWS resources (Executives, Solution Architects, Business Development, Marketing, Partners, Support, Service teams and Professional Services) to support customer interests

## Qualifications for financial account

* IT product awareness
* Ability to demonstrate how leasing / finance can be of benefit directly to customers
* Ability to demonstrate an understanding of PC lifecycle costs
* Knowledge of different finance products (lease and loan)
* Knowledge of IT industry/sectors & products
* Experience of IT Service Provider negotiations