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# Example of Global Account Director Job Description

Our growing company is hiring for a global account director. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for global account director

* Develop global Jewelry business development strategy and business plan for next 3 years with a goal to establish US$2 M in new business over the next year
* Manage global business for new Jewelry accounts existing accounts
* Responsible for developing testing and inspection protocols for global Jewelry business
* Responsible for developing Standard Operating Procedures (SOP’s) for global Jewelry business
* Support recruitment and lead the training of qualified field inspectors to support growth of Global Jewelry business and provide recommendations on appropriate test equipment
* Manages and directs team of Account Managers or on-site staff where applicable
* Participates and consults with customer(s) in routine quality and safety meetings with QA engineers and other stakeholders
* Prepares sales reports, forecasts, and provide regular account status updates through established CRM system, including the development of account-based strategies (Strategic Account Plan) in consultation with VP of
* Serve as the senior agency contact to a large global account
* Foster respect and collaboration within the team and/or agency partners

## Qualifications for global account director

* At least 5-8 years of solid B2B sales or Account development experience working with Fortune 500 companies
* Experience effectively leading and Inspiring a team with proven ability to coach team to attain results
* Strong track record of identifying and closing complex B2B deals with proven results
* Effective communication skills taking a consultative approach to service, sell, entrench and drive success
* Ability to build relationships and effectively communicate with C-level, Procurement, Finance and Treasury professionals
* BT is an Affirmative Action/Equal Opportunity Employer