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# Example of Global Account Job Description

Our company is searching for experienced candidates for the position of global account. 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 global account

* Actively engage customer set to develop relationships and identify new business opportunities on a large global OEM accounts
* Manage current business through proper governance and other account engagements
* Must have proven ability to establish partner relationships across all areas of the customer organization by calling at multiple levels within the account
* Be responsible for accurately forecasting expected bookings
* Develop account strategy and action plan to create a singular view of ISecG for customers across the consumer, enterprise, and other sales channels
* Provide active contributions to the ISecG team, effectively engaging and leveraging internal and external resources both in region and internationally
* Must be able to work independently and exhibit a strong drive for results disposition
* Knows assigned customers inside and out, and understands the customer's needs and practices
* Effectively engages executive leadership at key points in the sales process during which their involvement provides additional support
* Demonstrates commitment and results-orientation

## Qualifications for global account

* C-level high ‘touch-sales’ experience will be looked upon favorably
* A degree or higher with at least 5 years of relevant sales working experience, preferably in telecoms/IT industry
* Prior leadership experience and/or MBA degree a plus
* Minimum 3 years of experience with operating in highly matrixed organizations
* Experience in energy, facility management, procurement, supplier management
* Solution selling as a trusted advisor of technical solutions with business benefits