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# Example of Global Account Job Description

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

## Responsibilities for global account

* Focuse on larger deals/opportunities and value and/or volume portfolio management, and selling a range of HP products and solutions
* Staying updated on industry knowledge, market conditions and competitors' products and pricing
* Ongoing Executive Briefing Sessions where technologies, concepts, issues, information, direction and initiatives relating to both companies are exchanged
* Providing outstanding customer support and service
* Creation and execution of a regularly updated Global Account Plan, (located in SFDC) and the development of regular sales forecasts for key customer projects
* Provide regular business reporting via CRM updates, tracking progress toward achievement of both account and forecast objectives
* Analyze sales and marketing data and make actionable recommendations for process improvement
* Collaborate with the Marketing team and Sales leadership to research and identify target industries and prospects
* Respond to and qualify incoming online and phone inquiries
* Increase Brooks’ market share across all product lines

## Qualifications for global account

* 5+ years Global Account Management
* 3-5 Years Industrial Industry experience
* SDFC
* EMEA experience preferred
* To manage customer expectations and complaints, liaising where appropriate with internal departments Operations, Technology, Finance
* Able to work autonomously, working in a team environment