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# Example of Global Accounts Job Description

Our growing company is looking for a global accounts. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for global accounts

* Contact clients to promote and secure their attendance at analyst meetings, roundtables, briefings, teleconferences and other events
* Promoting awareness regarding publications and new research to the client base
* Additional languages would be preferred
* Develop and translate strategy into operational goals, objectives, and process roadmaps
* Act as a key stakeholder to foster a business-oriented culture
* As the EMEA theatre leader, you will set the strategy for Global Accounts directly supporting sales efforts towards winning key deals
* Act as the main regional contact for the assigned key EMS customer accounts
* Plan and implement customer sales coverage for maximizing sales within the account on a global basis
* Meet or exceed sales and profit goals
* Promote and sell synergistic product lines and product line additions to account base (includes all Richardson RFPD products)

## Qualifications for global accounts

* Experience selling into the global account and a solid understanding of this sector
* Documented track record of success and overachievement
* Familiarity with Software defined data center
* Minimum of 10 years consultative sales/account management experience in travel industry at senior level
* Bachelor required
* Must be able to work in a fast paced, changing environment and foster positive relationships with internal and external customers