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# Example of Global Accounts Job Description

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

## Responsibilities for global accounts

* Develop new business penetration and growth strategies
* Coordinate activities with inside sales associates, customer service, product managers, and credit
* Train inside sales associates on product, market and customers as required to properly service account base
* Analyzes and evaluates sales and the performance of assigned key accounts in relation to forecasts, quota and potential
* Keeps informed on market changes and trends relating to products in the industry and reports these to Product Managers and superiors
* Attends and participates in sales meetings, trade shows and seminars as required and assigned
* Prepare and submit all required reports, expenses, projections and budgets in a timely manner
* Global PTP process strategy implementation and full optimization globally for vendor master data and accounts payable
* Ensuring that global business requirements are understood and applied in developing global process and policies
* Application of PTP processes, procedures and other best practices, implementing and managing specific programs, driving continuous improvement, providing support to users, and integrating with other process groups that interface with the PTP process

## Qualifications for global accounts

* Knowledge of and interest in existing digital entertainment businesses
* Of globally dominant companies
* Prior experience in managing a 3rd party outsourcer is preferred
* Travel is expected between 50-75% including international travel
* Must possess strong skills in presentations, reporting, and effective writing
* Minimum of 2-3 years in sales, relationship management or other related position, preferably within the financial services sector