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# Example of Global Accounts Job Description

Our growing company is looking to fill the role of global accounts. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for global accounts

* Engagement with customers and collaboration with partners on the co-creation of innovative solutions and propositions
* A substantial part of the role will involve the pursuit of opportunities through development and execution of a strategic account plan and fostering of close relationships within assigned accounts
* Ensuring execution to the Account Plan for each account by engaging and coordinating relevant account team members in the field
* Establishment of solid relationships at all levels within the assigned accounts and direct account related activities to ultimately achieve better account control than the competition
* Management of a virtual team of colleagues that will change depending on the sales campaign
* Coordination of activities with multiple partners and internal organisations
* Provision of regular and accurate forecasting of current and pipeline opportunities to leadership
* Serve as the daily point of contact with marketing on creative programs, correctly managing expectations and resources throughout the project lifecycle
* Coordinate priorities, schedules, plans, and necessary resources to ensure completion of projects on schedule and according to specification
* Assist with the sourcing and management of external resources (agencies, vendors, freelancers, photographers, copywriters, ) to ensure deadline commitments

## Qualifications for global accounts

* Strong initiative/results orientation
* Specialization not necessary but finance background helpful
* Must be degree educated (or equivalent) preferably with a Finance or Economics discipline
* In partnership with the account management team, formulate and execute an account management strategy to exceed revenue objectives through the adoption of AWS
* Must possess strong skills in presentations, business writing, reporting, communication, decision making skills
* Evaluate, select and manage vendors and internal teams that contribute to local demand creation programs including events venues and services, digital marketing agencies, direct mail providers, SEO experts, designers, copywriters and list brokers