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# Example of Group Account Director Job Description

Our growing company is hiring for a group account director. 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 group account director

* Motivate and inspire their whole team whilst having a positive cultural impact within Vizeum Global that unites and drives a Vizeum Global culture across the agency
* Client Vision – Develop the strategic vision and plan for the client that delivers their business objectives, which is proactively shared with the team and cascaded through their plans and objectives
* Managing budgets – delivery of cost to revenue ratio and agreed financial targets for the operating unit
* Talent mobilisation – ensure the right mix of skills and talent exist within the team and that the team have clearly defined roles and responsibilities
* Team Management – drive a high performance culture in the team
* Builds strong relationships and delivers to account responsibilities sufficiently to retain clients and maintain existing business while working to agreed budgets, and course-corrects where required
* Ensures all deliverables meet client needs and generate strong insight and impact for clients business
* Develops and implements new business strategy with the senior team
* Strong organizational skills in order to successfully manage the conflicting priorities in a Worldwide Sales Office
* Self-motivation, coupled with strong team skills

## Qualifications for group account director

* Demonstrated experience in proactively driving policy and responding to developments, new requirements and new legislation imposed by HHS and State agencies
* High level of proficiency to plan effectively in an uncertain and volatile environment
* Demonstrated expertise in handling difficult client issues related to health plan services, policies and procedures
* 8-10 years of experience in managing an account team
* Experience in digital/social media a must
* Proven track record working with global corporate clients and managing financials