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# Example of Internal Account Manager Job Description

Our growing company is hiring for an internal account manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for internal account manager

* Develop relationships and customer satisfaction via phone and virtual meetings
* Coordinate reporting with the BI department
* Primary resource for Assigned Account pricing requests
* Create focus on the <200k segment (potential spend) of existing Enterprise Accounts
* Manage a team selling Datacenter and Storage products into a portfolio of customers
* Build and maintain a balanced mix of new and existing business across portfolio of products & services to maximize new business opportunities
* Regular engagement with marketing team to leverage core messaging via preferred social media channels and influence the GTM strategy
* Global company with large portfolio in innovative products and services
* A nice working environment in Diegem, nearby Brussel
* Possibility to learn and grow within the company

## Qualifications for internal account manager

* Knowledge of Advanced Marketing concepts a plus (both in Estate Planning and Corporate Benefits)
* Big 3 annual events
* New Years Holiday Party
* Friends & Family
* Big Bash (Global Team Building Event)
* Ship It (quarterly)