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# Example of Lead Account Manager Job Description

Our innovative and growing company is looking for a lead account manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for lead account manager

* Leads the SPP execution and coordination of all Janssen activities within a Key Account
* Analyzes on a monthly basis the sales performance of Key Accounts and the overall team performance
* Builds a long-term and sustainable business relationship with hospital pharmacists, hospital economists, hospital managers, clinical managers and hospital directors
* Supports Key Accounts regarding packaging, storage issues, ordering and billing issues, safety of JC products
* Leads price and rebate discussions
* Organizes Hospital Advisory Boards when needed
* Sets up and develops beneficial networks with organizations such as GSASA (“Schweizerischer Verein der Amts- und Spitalapotheker”) and other relevant associations
* Gathers market feedback about products, pricing and activities and shares insights with the Brand Team and other internal stakeholders
* Develops value adding projects and tools and implements these in Key Accounts
* Participates in internal educational events and meetings in Key Accounts

## Qualifications for lead account manager

* Manage relationships with Medicaid and Department of Health Services leadership
* Oversee major projects like TMSIS, HOPR, and Medicaid Expansion
* Achieve and exceed contractual service levels
* Manage overall account P&L and approve monthly/quarterly financials
* Manage team of direct and indirect reports
* Provides strong leadership to internal teams and sub-contractors