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# Example of Major Accounts Job Description

Our company is growing rapidly and is hiring for a major accounts. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for major accounts

* Analyze account and territory business to identify opportunities, format objectives and action plans to create new business
* Manage 50+ of the company's largest clients by increasing revenue through renewals and new revenue streams within these accounts
* Implement an effective coverage plan that provides contact with all prospects
* Aggressively pursue competitive accounts and secure revenue through sales of Xerox products
* Penetrate non-user accounts in order to have at least 50% of Revenue from non-users
* Manage entire sales cycle across customer accounts, engaging specialists as needed
* Sustain sales activities
* Effectively plan sales activities weekly that focus on top prospects
* Must achieve revenue goals
* Work closely with other business units within the assigned geographic territories to share leads and saturate accounts

## Qualifications for major accounts

* You want to solve real business problems, not shift some license keys
* You like uncapped accelerators and finding new logos
* Doubling the amount of your company’s employees in 12 months doesn’t scare the heck out of you
* You’ve made President’s Club more than once
* You understand that your prior quarter was likely your easiest one
* At least 4 years of sales management experience within an international matrix organization, preferably within the HCM, payroll or software industry