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# Example of Principal, Account Job Description

Our growing company is looking to fill the role of principal, account. 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 principal, account

* Maintain a single view of all clients by electronically maintaining activities in Salesforce.com- such as renewals, cross-sell, and upsell opportunities
* Develop and execute a national sales plan to expand specialty services opportunities and revenue at Eurofins Lancaster Laboratories Environmental
* Develop new business revenue throughout the US by performing account management duties in Eurofins current Business Units, other labs, existing accounts, and prospects in the commercial and DOD markets for specialty analyses including Dioxins/Furans, PCB Congeners, low level Pesticides, and PFAS
* Identify and secure sales opportunities through phone calls, sales visits, presentations, team selling, quotes, and proposals
* Generate new business opportunities consistent with our operational capabilities and capacity
* Identify, attend/exhibit, and secure new leads and opportunities at relevant trades shows and conferences
* Team sell with technical staff and other account reps to secure additional revenue
* Reviewing and approving new account applications through use of electronic imaging and workflow system
* Reviewing and approving account maintenance requests including but not limited to fee changes and model changes
* Assisting Advisors, field support staff and clients with questions regarding submission of account requests

## Qualifications for principal, account

* Knowledge of Software Development Process (CMMI)
* Experience preparing formal Estimates at Completions (EACs)
* Experience creating budgetary baselines for multiple control accounts
* Experience on Ada or C++ software development programs
* SPM Certification or (equivalent PMX Training)
* Proposal preparation and estimation process including BOE development