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# Example of Security Account Manager Job Description

Our company is looking to fill the role of security account manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for security account manager

* Acquire new customers within the targeted account base and expand our footprint within some existing accounts
* Properly document and track all pertinent sales and customer information related to the opportunity and account in Salesforce.com
* Building and executing on a business plan for the region or market sector to maximize revenues specifically including marketing activities to generate awareness and demand for Sourcefire’s technologies
* Development and implementation of a territory sales and distribution plan which align with corporate goals and strategies
* Assignment and attainment of the Southeastern sales budget
* Management of the MDF
* Maximization of MROI
* Executing sales strategies and objectives
* Driving supply chain and inventory maximization
* Providing data and reports to Senior Management

## Qualifications for security account manager

* Managing security product allocation and deployment
* Must be able to travel at least 60%, as required
* Enhance Cyber Security MSS and organisation reputation by accepting ownership for accomplishing new and different requests
* Bachelors or Master’s Degree, preferably in technical discipline or field (engineering, computer science, etc)
* Managed Internet, Mail and Perimeter Security Services
* Desktop End Point Security (including AV and Data Loss Prevention)