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# Example of Security Account Manager Job Description

Our growing company is hiring for a 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

* Committed to demonstrate thought leadership and expertise to the customer
* Develop a strong sales plan including both existing potential customers in the Brazil region
* Develop a strong sales plan within the territory including both existing major potential customers in Public Sector and FSI segment in Indonesia
* Manage, respond to, and qualify incoming leads/inquiries regarding OpenDNS's Enterprise solution offering
* Pre-qualify leads through detailed customer needs analysis, product overview and potential solution fit
* Ownership for the assigned territory quota including accurate weekly forecasting of the business
* Develop comprehensive sales plans for the territory and execution of the plan
* Align with the channel team to drive end user opportunities
* Expertise in Customers relationship building, pipeline management, and closing enterprise software deals with major players in Banking, Insurance, transportation, Telecommunications
* Graduated with a Bachelor’s Degree Bac + 5 (ESC Business School)

## Qualifications for security account manager

* A proven track record of sales
* Developing a strong sales plan including both existing major potential customers
* Working experience in direct sales working with enterprise software products or services
* Both direct and partner sales experience would be considered favorably
* Experience of closing large complex deals, over an extended sales cycle
* Experience selling Security solutions (Identity, Access Management, API ) is an advantage