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# Example of Senior Account Director Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of senior account director. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for senior account director

* Develop and execute customized account plans to increase sales volume, market share and relevance within the retail portfolio
* Develop a strong understanding of the customer's business
* Manage career development for and ensure direct reports are effectively trained
* Forecast resourcing needs, manage account coverage and assignment
* Ensure adherence to organizational procedures and systems
* Deliver client strategy reviews
* Study market, competitor economic activity and trends and lead the annual business planning/ functional planning exercise, review and approve plans in line with overall company plans and monitor implementation
* Study best practices, recommend implementation within the company & function, review and monitor implementation of various project initiatives (such as – process improvement, cost reduction ), seek approval for or jointly decide on budget spends
* Play a key leadership position that leads a team of approximately 10+ people and $500MM base of business
* Partner effectively across business functions and levels

## Qualifications for senior account director

* Keen to develop your career within a growing integrated agency
* Must be able to travel when needed but be based in Texas
* Must be able to travel when needed but be based in Denver, Colorado
* Demonstrated track record of planning, managing and closing a large-scale, complex, competitive sales effort and negotiations
* University graduate, preferably in Finance or Business Administration
* Minimum 10 years relevant experience in banking, other financial institutions or rating agency