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# Example of Senior Account Job Description

Our innovative and growing company is looking for a senior account. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for senior account

* Provide sales support across all assigned partners
* Responsible for account renewals and managing the customer retention program
* Build and expand account intelligence for opportunities for account growth and new business
* Review, monitor & report on sales and retention performance by channel
* Be able to meet deadlines and quotas set by management
* Be open to training and following direction
* Position is based in NYC and reports to the Regional Sales Director in Dallas, TX
* Identify key decision makers at major agencies and direct clients, with national and regional scope
* Creation of regularly distributed sales marketing communications (in partnership with the marketing team) specific to National / Regional clients and prospects, helping to raise the awareness of Premion in the national agency and national client marketplace
* Development of RFP responses and new business proposals

## Qualifications for senior account

* Experience selling food ingredients to processed meats industry
* Successful selling of multiple, intangible products, ideas, and solutions
* Relevant, transferable industry experience , consulting, professional services, financial services, retail, healthcare, media (less critical)
* Experience of working in a complex sales environment
* Experience in successful sales planning and sales execution
* Pipeline and business book management