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# Example of Senior Enterprise Account Manager Job Description

Our innovative and growing company is hiring for a senior enterprise account manager. 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 enterprise account manager

* Expand our work in new areas of the client’s business through new offerings and services through approved contracting channels
* Help originate sales opportunities and take them through to successful closure
* Respond to RFPs around specific, approved opportunities
* Manages the SOW & provides status updates to clients for the incremental work sold
* Work closely with the commercial director to report on P&L and MIS for incremental sales
* Creating/managing Account Based and/or industry specific marketing programs, primarily in-person events, webcasts, email campaigns and content syndication
* Collaborate across business units (Digital, Campaigns, Product Marketing, Product Development, Go to Market, ), with content marketing and campaign strategists, to align around messaging, event format, and goals
* Build and maintain C level relationships across lines of business to gain an understanding of business goals, concerns & priorities within key accounts
* Partner with extended internal teams to build comprehensive account plans, ensuring long term customer influence & achievement of sales goals
* Identify new accounts and develop new opportunities within your existing accounts

## Qualifications for senior enterprise account manager

* Undergraduate degree and 10+years relevant experience or Graduate degree and 8+ years relevant experience in IT industry
* Must have proven ability to engage senior executive decision makers within the C-Suite of medium and large accounts both within IT and business disciplines
* Must have proven experience building business cases, working understanding of corporate finance with regard to budgeting, potential buying patterns, capital/expense outlay, asset ownership and service delivery requirements
* Must command a level of technical expertise which enables effective communication of the solution
* Must have proven work experience with storage solutions including FC, iSCSI, archiving and DR solutions
* Manage a geographic territory farming existing business for the suite of B2B APIs, DaaS and Display offerings (70%)