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# Example of Senior Enterprise Account Manager Job Description

Our company is looking for a senior enterprise account manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for senior enterprise account manager

* Escalate problems per defined processes and act as a liaison between the client and internal teams
* Proactively drive efforts to improve the client’s experience with Navisite’ s solutions
* Lead periodic client facing account reviews, including Navisite’ s operational and executive team base upon nature and complexity of account and predefined templates and procedures
* Experience managing key technology partner relationships – network and work with the Microsoft, VMware, Zerto sales reps in each of the assigned accounts and understand the lancscape and sell our services built on those platforms
* Experience with creating integrated marketing programs within enterprise software company
* 5-8+ years of experience in program creation targeting enterprise level accounts
* Ability to influence decisions cross-functionally in a matrix environment
* Social media skills and experience a plus
* Excellent people skills and a positive attitude
* Strong Marketo and Salesforce.com systems skills

## Qualifications for senior enterprise account manager

* Experience in direct sales & consultative sales is a plus
* Must be highly motivated, have a passion for sales and proven sales success with the ability to drive revenue within accounts
* Primary customer background should be large Enterprise within Banking & Finance or Media or Retail or Telecoms sectors
* CRM background (with domain expertise in customer service / customer experience / Field Service preferred)
* Effective partnering with Enterprise Sales AE's is critical to the role
* Accurately forecasting sales activity and revenue while creating satisfied and referenceable customers are key responsibilities within the Enterprise AE (Einstein Analytics) position