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# Example of Senior Technical Account Manager Job Description

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

## Responsibilities for senior technical account manager

* Work with Region & Global Marketing to continue to build internal & external reference material on local customers
* Oversee and coordinate implementations and provide as-needed consultative integration guidance for new resold merchants
* Educate partner on how new CyberSource products and functionalities may contribute to their business models
* Work with reseller on best practice implementation and support for resold merchants
* Define engagement processes between reseller, resold merchants, and CyberSource teams
* Travel is required (up to 20% travel)
* Present client analysis to peers and leadership
* Develop and provide presentations to internal and external stakeholders as needed
* Provide leadership and communication
* Sells and promotes products/applications to assigned customers/partners/distributors

## Qualifications for senior technical account manager

* Fluent in both written and verbal Spanish and English
* Reactive Mgt
* Knowledge of ForeFront Identity Manager
* 5-7 years of relevant experience in the wireless industry, managing people preferred
* Ability to work in flexible work hours in an international business environment
* Expert knowledge on GSM / UMTS technology, Bluetooth and WiFi