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# Example of Strategic Accounts Job Description

Our growing company is looking for a strategic accounts. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for strategic accounts

* Serve as the Company’s primary day-to-day interface to the Account, and be responsible for the Account’s overall revenue and profitability, and for representing the Company’s interests in front of the Account
* Own calendaring, logistics, and administrative responsibilities on behalf of your team
* Arrange internal and external meetings, communicating an agenda to support business objectives
* Manage post-meeting follow up such as finalizing membership agreements, scheduling follow up calls
* Help design, implement and continuously improve the Strategic Accounts collection process to maximize external customer satisfaction while not exposing the account to collection risk
* Provide support to internal customers (Sales Service Reps, Strategic Account Managers and General Managers) through meaningful metrics, standard reports, and collections trends and strategies
* Monitors Strategic Account A/R aging reports for monthly progression and dispute resolution
* Remove roadblocks through cooperative problem resolution and relationship building
* Ensure payment remittances are received, processed and posted in a timely and accurate manner
* Helps collect data for meaningful ACE metrics of collection cost, quality, and cycle time that provides insight into operational efficiency forming the basis for continuous improvement

## Qualifications for strategic accounts

* 8+ years’ experience in proven business development is required
* Successful candidate must have a strong knowledge of, along with effective high-level relationships with, the customer
* Excellent communication skills, both internally within the organization, and externally as an advocate of the customer’s interests and needs within the group
* 5+ years in technical sales engineering role in the telecommunications industry
* Extensive background in design and deployment of complex voice and data networks in the Midsize and Enterprise Market highly preferred
* This position will be in a strong, collaborative team environment, with regular reporting and oversight