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# Example of VP, Account Management Job Description

Our innovative and growing company is searching for experienced candidates for the position of VP, account management. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for VP, account management

* Meets/exceeds defined revenue retention and growth and reference ability in assigned accounts
* Manage and set specific goals and manage resources and grow accounts
* Provide detailed and accurate revenue forecasting
* Practice sales accountability by measuring actions to desired revenue outcomes
* Monitor customer, market and competitor activity and provide feedback to company leadership
* Ability to assess client’s needs and build a sales presentation that articulates fulfilling unmet needs for clients
* A keen understanding of how to manage the sales cycle at an executive level
* Responsible for increasing revenue within managed client base, developing long-term, loyal client and partner relationships, negotiating complex amendment terms and insuring the delivery of excellent products and services
* Leverage data, analytics and industry knowledge to maintain and identify new revenue opportunities with existing clients
* Identify new Prepaid opportunities, features, and capabilities that can impact the success of the program and lead efforts to design and execute new employee/cardholder acquisition strategies

## Qualifications for VP, account management

* Bachelor’s degree in business, health administration, or related discipline required
* A minimum of 15 years of experience with a minimum of 10 years in management roles of increasing responsibility and demonstrated experience leading and managing a services business with full P&L responsibility of at least $125-$200M with over 500 employees and leading an onshore and offshore Financial Services portfolio or a Professional Service consultancy
* A track record for recruiting and developing staff in line with practice growth plans
* An excellent reputation of partnering with other services providers and practices
* An instinctive ability to qualify leads
* Major program experience and extensive knowledge of the Retail Banking outsourcing industry