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# Example of VP, Account Management Job Description

Our growing company is hiring for a VP, account management. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for VP, account management

* Escalation point internally to prioritize client needs and desires
* Solidify relationships within managed client base through amendments which extend terms of the relationship
* Take an active role in product development planning and spearhead opportunities to optimize the customer experience for the product and streamline processes
* Identify and approve various client communications
* Drive and measure quarterly and annual team and individual goals
* Acute problem solving skills and the ability to engage appropriate colleagues to solve problems quickly and accurately
* Manage the P&L for the Sapiens business unit in the US
* Continuously targeting to lower the total cost of ownership for the customers
* Provide direction and leadership to staff
* Manage the profit and loss statements for each assigned account and manage to an operating budget, upsell targets, and sales growth goals

## Qualifications for VP, account management

* Subject matter expertise in the Retail Banking outsourcing industry
* 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 account level P+L of at least $75-$100M with over 500 employees and leading an onshore and offshore Financial Services portfolio or a Professional Service consultancy
* Major program experience, thought leadership and domain expertise of the Retail and Wholesale Banking outsourcing industry
* Serve as liaison with underwriting, legal, and finance organizations
* Key executive liaison between the commercial markets and national accounts leadership
* Leverages capabilities and services from across the enterprise to create market-leading client solutions