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# Example of VP, Account Management Job Description

Our company is looking for a VP, account management. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for VP, account management

* Forge high trust, highly effective relationships internally with teams such as underwriting, legal, product development and finance and externally with clients
* Be a representative to the marketplace, and as such, demonstrates visionary thinking that sustains a competitive advantage
* Understanding of all aspects at a macro and micro level of the Indian customers
* As a key interface with the customer you will be responsible for identifying Sales opportunities, providing guidance to the delivery organisation relative to communications, feedback, and problem resolution, to ensure customer satisfaction
* You will be responsible for understanding the customer decision- making process, both military and political, identifying the key stakeholders involved in the Decision Making Unit and understand additional aspects such as the requirement for partners and/or governing body approvals
* Managing and managing relationships with global and APAC Fund Provider accounts
* Contribute to effective negotiation and review of Service and Distribution Agreements with Fund Providers
* You will collaborate effectively on several topics with Legal resources dedicated to CS InvestLab with internal interface business partners including Fund Analysts, Front units, Legal, Operations, on several topics related to distribution of mutual funds
* You will manage all regulatory requirements to ensure compliance of our distribution and service agreements with the latest regulatory frameworks
* You should possess an above average University Degree, preferably in Law, Finance or Business

## Qualifications for VP, account management

* A minimum of 10 years of health care industry experience with a health plan, broker, TPA, or vendors of data analytics or claims processing technologies
* 7+ years of experience in health plan or TPA operations or similar organization
* Analytical skills – review, interpret, and present financial and operational reports and dashboards
* Strong leadership presence and teamwork orientation
* Bachelor degree from an accredited university/college
* Experience in the warranty business desired