



Example of Account Leader Job Description

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Our innovative and growing company is searching for experienced candidates for the position of account leader. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for account leader

- Develop specific POS, fixtures and launch displays to fit the needs for the key accounts
- Help Retail Marketing Group maintain efficiencies in working within the Consumer Marketing Team & other internal/external resources
- Provide leadership and coaching to direct reports, including providing work direction and support to team on process or procedures related to daily processing
- Supports assigned AEs' achieve and sustain effective alignment with the Aon Leadership Model and its pillars of Client Value, Unmatched Teams, Innovation, Results and Values
- Educates assigned AEs (particularly AE Is and AEs new to Aon) directly and by assisting with training plans in client management, risk management, insurer interface and Aon resources and processes
- Drives and monitors assigned AEs' implementation of the entire Client Promise cycle
- Drives AE efforts on new and penetration sales, including collaboration with originators
- Disseminate and discuss disease awareness & product information related scientific literature
- Forging a strong working relationship with Producers, Account Executive Teams, Practice Leaders and Office Management to develop and execute AGCN/multinational strategy within the office on both Global Inward and Outgoing multinational accounts

Qualifications for account leader

- 4-5 years of retail marketing experience within a consumer goods company, or equivalent account mgmt or business dev experience at an advertising/marketing agency
- University degree in Medicine/Biology/Chemistry/Pharmacy or equivalent degree to work as an Account Leader in Poland
- Knowledge of industry code of conduct and relevant legislation
- University degree in Medicine/Biology/Chemistry/Pharmacy or equivalent degree to work as an Account Leader in Croatia
- At least 3 years of sales experience in the medical health and hospital sector
- Fluent in Croatian language, good working knowledge of English