Example of Account VP Job Description

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

Responsibilities for account VP

- Monitoring market developments and identifying commercial opportunities
- Negotiation on transaction documentation with the clients
- Active involvement in the syndication of new transactions
- Lead brand strategy and maintain strong client satisfaction on assigned brand(s)
- Ensure account is staffed appropriately to meet client needs
- Oversee account finances, including forecast and income generation
- Identify and participate in agency new business initiatives
- Motivate account group team to ensure a high level of client satisfaction
- Ensure performance appraisals are completed for entire team
- Directly manages strategic level clients on all project tasks, product and coverage needs, addresses compliance issues and concerns in an ever changing market

Qualifications for account VP

- Primary contact and trusted advisor to Client senior decision maker
- Ability to maintain consistent weekly travel schedule
- Series 7 and 63 Registrations Preferred
- Institutional financial services experience preferred
- Experience of client account management role/dealing with clients is advantageous
- Apprenticeship in banking