



# Example of Associate Account Director Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

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

## Responsibilities for associate account director

- In-person meetings
- In close collaboration with assigned HPT&D leads for varied internal HP customer groups, maintains a strategic relationship with each of the HP team department heads and leadership teams (Field Sales, MM, Marketing, Medical, Analytics, Commercial Ops, ) to identify and align on training needs related to the US healthcare marketplace, Organized Customers and account management
- In partnership with HPT&D teams responsible for the training of specific HP customer groups, design, develop and ensure execution US healthcare marketplace and account management training
- In partnership with HPT&D Product Training team, ensure integration of US healthcare marketplace and account management/planning information as is appropriate into therapeutic area training curriculum for all customer facing and select internal teams
- This role holds primary accountability and responsibility for training of the HPT&D team on the evolving US Healthcare Marketplace and all aspects of Account Management
- Proactively identifies opportunities and develops / refines strategies / projects for assigned topics and/or audiences
- Develop innovative new programs / training capabilities and gain buy in from key stakeholders for implementation
- Implement Training plan, either working with a vendor partner or

leadership training curricula and related materials for all customer-facing teams, including Field Based Medicine Teams

- Evaluate training content to determine areas of success and improvement and evolve ongoing iterations
- Manage training content across all learning platforms

### **Qualifications for associate account director**

- Maintaining relationships with designated clients
- Master's Degree (or equivalent work experience) plus at least one year of applicable experience
- Demonstrated performance exceeding revenue targets and achieving multi-million dollar quotas
- Experience selling to enterprises and developing both management and executive relationships
- Experience working with systems integrators and resellers
- Demonstrated success working with cross-functional teams and building strong relationships