



Example of Director, Account Management Job Description

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Our growing company is looking to fill the role of director, account management. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for director, account management

- Makes persuasive product presentations
- Educates customers through structured training
- Develops sales leads
- Adapts approach to different buyer motivations
- Commits time and effort to increase their own professional development
- Primary owner/manager of advertising spend for account and in-store visual budget for visual weeks
- Develops reporting and analyses to support sales, pilots and other special events
- Accountability for driving revenue growth across IHS's Energy businesses to meet or exceed expectations through promoting, selling, negotiating and closing any deals related to Energy subscriptions, products, service and consulting
- Developing, implementing and maintaining strategies that maintain dominant position and address the competition
- Monitoring performance-to-plan throughout the execution year and adjusting direction, focus and sales initiatives as needed to effectively deliver to plan expectations

Qualifications for director, account management

- Minimum three years of supervisory experience is required
- Prior experience developing business to and/or strong relationships within the IC and NGA is strongly preferred, including knowledge of the various organizations and missions
- You should have a strong reputation in the appropriate customer communities and have a mix of direct program experience coupled with direct experience in the realm of IC business development
- Reviews full brand calendar of activities in FSS and in .com to ensure support across priority categories in both new innovation and commercialization
- Lead, develop, train and coach a high-performing Access Account Manager team that directly works with providers and provider offices