



Example of Global Account Manager Job Description

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Our growing company is looking for a global account manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for global account manager

- Resolve major issues pertaining to tracking, pricing, customer failures, expediting in conjunction with customer service team
- Directs conflict resolution and facilitates contract negotiations
- Leads team of sales personnel that are assigned to Hemisphere Leader via Regional Manager in order to execute winning pursuit strategies
- Negotiates/sells global accounts and contracts and makes recommendations to the organization's sales management to identify target business opportunities
- Manage a portfolio of 20M€ spend on Medical OEMs and Supplies/Accessories
- Build and maintain a preferred supply base for the assigned scope
- Facilitate in/outsourcing decisions from a TCO point of view
- Lead or participate in the Scouting, RFQ generation and supplier selection process
- Strategies including Content, Converged, Cloud, Software Defined, Big Data/Analytics, Core Solutions next generation solutions
- Interface with customers, industry analysts and the trade press (from time to time) to attain their views on requirements

Qualifications for global account manager

- Positive, productive and solution-oriented mindset
- Calm, collaborative and collegial manner

- Experience selling into/managing relationships within the Banking vertical
- Develops business continuance plans
- Work with client to establish reporting requirements and methods