



Example of Global Account Manager Job Description

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Our company is growing rapidly and is hiring for a global account manager. 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 global account manager

- Orchestrates all HP resources and sponsorship essential for executing the account business plan
- Proactively engages partners to define and pursue joint growth opportunities with the account
- Work closely with US-based USG Architectural and Strategic Account Sales Managers, select Architectural Service Representatives, Sales Management and the Ceiling Solutions Team to coordinate sales activities, client coverage and resources required for targeting firms and projects
- Generate revenue and margin for own accounts and team accounts
- Identify, qualify and build strategic relationship with potential Global Prospects
- Manage the operations of approximately 15-20 global accounts at HP
- Identify and develop new accounts
- Coordinate closely with Innovation and Technical Development personnel to develop screen and validate NPD and new customer growth opportunities, including working closely with the Product Manager to assess the financial/margin impact of individual projects
- Engage with Premium MNC customers at executive level
- Lead the Global Account team for Premium Accounts, comprised of Global Solutions and Innovation Manager, Global Service Manager and commercial, innovation and service teams at regional and local level, integrating a cross functional and geographical virtual team

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- As the primary business travel contact for such customers, the key areas of focus are driving results through client negotiations and positively influencing the key client decision makers through effective communication and strategic guidance
 - The Client General Manager will demonstrate a balance between the customers needs and profit protection and will scrutinize performance metrics for each customer, in order to pinpoint opportunities based on themes and patterns
 - Using their expertise in service delivery, the Client General Manager will work closely with functional business partners to close any gaps in quality or reporting accuracy
 - Skilled at managing and executing change, the Client General Manager will also be able to recognize risks to the portfolio, identify an action plan, and proactively coordinate mitigating actions with service delivery leaders
 - Bachelor's or Master Degree in Economic studies or equivalent
 - Customer focused & results orientated