



Example of Global Account Manager Job Description

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Our innovative and growing company is looking to fill the role of global account manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for global account manager

- Understand and translate customer strategy and business drivers into the creation of new opportunities
- Manage the customer P&L at global level, being able to take decisions regarding P&L ,according to global criteria and global benefits for the group
- Lead the global account planning and targetting process, defining global commercial and operational strategies
- To successfully negotiate and close complex business deals, including significant direct customer facing negotiation at a senior level
- To create regular updates on business performance for senior management
- To meet all appropriate Telefónica Multinational Solutions KPIs and business objectives
- Identifying upsell opportunities within a pool of global accounts
- Managing the accounts over the subscription cycle and renewing the customer account according to growth targets
- Identifying enterprise licence implementation opportunities
- Driving usage adoption across new divisions within the assigned portfolio of companies and services

Qualifications for global account manager

- Minimum 5 years outside sales experience required, preferably in a business-to-business environment
- Ability to interact and negotiate with Key decision makers within an

- Ability to pull together various resources to sell and deliver customer solutions
- Completion of FastTrack sales and SE program, including SE Core curriculum
- Annual Attendance at Field Technical Events including Insight or TAM specialist events
- Completion of Presentation skills & Negotiation skills class