



Example of Global Accounts Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of global accounts. 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 accounts

- Manage the global workflow of invoices to buyers and approvers
- Develop and maintain an understanding of international business practices, including currencies, basic tax laws governing those taxing bodies serviced by our department and local customs
- You will be coordinating and managing all sales and program activities in the region
- To effectively position HITACHI VANTARA and partner products and services through direct and indirect channels to an assigned list of Financial Services industry accounts
- Use relationship management techniques to develop selling opportunities within partner organisations
- You will be coordinating and managing all sales and program activities in the region
- Owns the Accounts payable process – covers the areas of process design (SSC design & system), process fixes, reporting and improvement of productivity and process KPI's, design, test and implement process improvements
- Establishes and executes plans that drive AP performance & optimization in the OpCo's
- Is the sector point of contact for escalations from OpCo's for issues in the AP process
- Builds process optimization network (no direct reports) in OpCo's and SSC's - gets things done through credibility, strong rationale and experience

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- Embraces social media and leverages social media platforms to increase awareness, create demand and to demonstrate thought leadership in IoT and Telecommunications
 - Culturally aware with the ability to manage cross-cultural teams and will be expected to maintain good communication with his management and colleagues so that no opportunities are lost
 - Appreciation of business practices in a global market and the impact of currencies on pricing global projects
 - Ability to work within a matrix support infrastructure, co-ordinating and motivating these resources as required
 - Track record of success at building relationships, partnering cross functionally, and professionally representing client needs/perspectives to the product organization and sales
 - Talent for responding effectively to market direction, customer needs and competitive positioning