



# Example of IT Account Manager Job Description

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Our growing company is searching for experienced candidates for the position of IT 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 IT account manager

- Ensure that customer needs are aligned with Airline IT & Distribution BU's objectives and contribute to the development of an acquisition, development and retention strategic plan
- Contribute to an Account Development Plan according to agreed timing and standards
- Communicate to Account Director, Extended Account Team, Management, team and stakeholders and ensure acceptance from different parties
- Manage the full life-cycle of partners, select, evaluate, contract, maintain, govern and terminate relationships
- Manage technology infrastructure transition projects and relationship between Operations business teams and client/internal IT teams
- IT Financial management – Operations deal technology cost optimization, IT budget preparation and cost recovery
- Service management and reporting to existing clients
- Point of contact for escalation of Operational issues in IT and resolve the same by working with the clients
- Oversee technology services provided to Operations deals
- Handling Client and external audits by working along with deal team and IT Operations team

## Qualifications for IT account manager

- Facilitate meetings and presentations with decision makers and support

- Must have experience working in a team of system and/or software engineers
- Ability to brief at all management levels to include systems briefings and requirement briefings
- Organisations
- 10+ years experience in sales, preferably in technical / IT healthcare sales