



Example of Principal, Account Job Description

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

Responsibilities for principal, account

- This position has the authority to substantially affect the relationship between the company and a customer, either from a financial or product development standpoint
- Establish operational SLAs, track performance, look for constant improvements and escalate issues as needed
- Proactively monitor customer service and improve customer satisfaction
- Role location flexible across key locations in the eastern region
- Lead strategy for Go to Market with top ISVs
- Playing a key role in driving strategic enterprise OEM transactions
- Introduce BCS Premier delivery to assigned customers
- Coordinate and manage onsite BCS service delivery
- Drive secured BCS contract renewals and identify potential product and service upsell opportunities
- Assist BCS Inside Sales team members in securing BCS entitlement renewals and upsell opportunities

Qualifications for principal, account

- Proven ability to lead and assist in business case development with partners
- Strong technical and solution creation aptitude
- Analyze, structure, and negotiate long-term roadmap initiatives with partners
- Broad knowledge of technology and competitive trends and relevance to partners and end clients businesses

solutions

- High School degree, GED or equivalent certification or military experience