



## Example of Security Account Manager Job Description

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

### Responsibilities for security account manager

- Prepare SMART plans to realize growth objectives
- Develop, maintain and optimize relationships with (potential) customers (direct and indirect)
- Increase knowledge and awareness on products and services AXA Project Security at (potential) customers
- Clear communication with Front Office to allow Front Office to work on / specify projects in line with requirements of (potential) customer
- Share information on projects, customers and market in CRM system
- Have knowledge about Identity and Access Management and Governance
- Be responsible for Cloud & Security propositions to suit customer's requirements whilst supporting commercial principle of TCV and Margins in Germany and develop & drive Cloud & Security sales opportunities and go to market strategy for German Corporate companies
- Deliver the Cloud & Security P&L for German Enterprise Accounts by leveraging relationships with product management to jointly define and drive 'focus propositions' to pro-actively develop incremental business opportunity
- Provide client and market led input into product strategy and develop a partnership approach to sales, delivery and service within the local market Germany and the LoB covering all areas of the business to ensure services are delivered right the first time
- To act as a fair and reliable partner towards the local market, peers and other company's departments

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- Minimum NICET Level II certification or equivalent industry experience
  - Ability to build and manage opportunities from business concept, to unique business value and close
  - Bachelors degree in related major is preferred
  - 2 years of business-to-business sales experience is preferred
  - Must be fast-paced, goal oriented individuals who can provide world-class service to our customers
  - Must be able to learn products, sales processes, and systems