



# Example of Senior Account Representative Job Description

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Our innovative and growing company is looking to fill the role of senior account representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for senior account representative

- Develops a contact network within the account(s) and channel partners to enable Hitachi business to be sold effectively
- Work closely with, and establish engagement between, Hitachi functional areas such as Marketing, Sales Engineers, Solution Business Managers, Legal, Finance and other Lines of Business as necessary, to develop and execute a solution strategy to meet customer business needs
- Develop successful sales campaigns that maximize Hitachi advantages and win rate
- Hitachi's Industry, marketplace, competitive position and the associated Hitachi value propositions that exist in the present environment
- The customer's industry, competitive position and related business issues that can be addressed by the differentiated capabilities that Hitachi offer
- Provide accurate and timely weekly forecasts with a monthly, quarterly and 6 monthly pipeline perspective
- Setup Success Criteria that is relevant to the customer's goals and implementation and monitor the success of all implementations
- Work closely with and understand the capabilities of Hitachi Pathways to build the business case and coverage strategy for Hitachi solutions into your assigned territory
- Where appropriate maintain contact with Hitachi Pathways throughout the delivery cycle and ensure that any developing issues are addressed
- Update and maintain all account information and activity in the CRM

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- Demonstrated ability to meet revenue targets and effectively present proposals & provide influence at the senior management level
  - Experience in providing consultative sales support and building long lasting client relationships which may require travel
  - Proven ability to collaborate with peers, managers, and other client facing teams
  - Must have a current Wisconsin P & C insurance license
  - Must possess a minimum of seven years of commercial experience – track record of successful sales/ownership over a personal revenue target
  - Minimum 3 years' experience and understanding of Managed Medical hospital billing and collections processes required