

Thomson Reuters Moscow office is looking for passionate **Account Director for Major Corporations** in Russia who will be responsible for developing long-term relationships with customers, connecting with key business executives and stakeholders.

If you want to sell solutions that help your customers to do extraordinary achievements in business, make faster decisions and manage risks in this changing world – join us and bring your ideas, unique perspectives, passion and energy.

**Account Director’s responsibilities includes but not limited with:**

* Operate as the lead point of contact for any and all matters specific to your customers.
* Build and maintain strong, long-lasting customer relationships.
* Defines and owns account strategy and execution plan.
* Coordinates implementation of Thomson Reuters strategy on the account level.
* Identifies new opportunities within the client.
* Works with and brings in experts/specialists onto the account team where required.
* Forecast and track key account metrics, gathers intelligence on competitor activity and gives feedback to marketing.

**Requirements:**

* Proven relationship management experience with focus on Corporations.
* Ability to communicate, present and influence credibly and effectively at all levels of the organization, including C-level.
* Experience in delivering client-focused solutions based on customer needs.
* Proven ability to manage multiple projects and attention to details at the same time.
* Excellent listening, negotiations and presentation skills.
* Excellent verbal and written communications skills.
* BA/Master degree, preferably in finance/ financial management/ investment banking.