

Day in the Life of an Account Executive



60%

On the road visiting customers



Melissa Branley
Account Executive
GCCS Business , Australia

Handles 13 retention & development accounts in Australia
Participated in the GCCS Presidents Council for 2017-2018 with global GCCS leadership exposure and an accelerated training & career development opportunities
Focus in the role on growing share of wallet in accounts, and acquiring new lines of business



20%

Collaborating with virtual team
Coordinating activities



5%

Calls with teams in others regions



15%

Admin work , Account planning,
analysis, trip reports