

# Day in the Life of an Account Executive



60%  
Visiting customers



**Ben Warncken**  
**Account Executive II**  
**Medium Business in Germany**  
Handles 150 retention and development accounts in north Germany. Participating in the Future Leadership Program, designed to enhance managerial skills through classes, online trainings and participation in managerial meetings.



15%  
Collaborating with virtual team (including ISAMs, manager, etc.)



15%  
Calling customers



10%  
Account planning, analysis, trip reports

\*These percentages will vary slightly by individual depending on account set, region, etc.