



Example of Account Executive, Corporate Job Description

Powered by www.VelvetJobs.com

Our company is looking to fill the role of account executive, corporate. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for account executive, corporate

- Prospects for new customers by targeting Corporate POV groups and contacts by phone, email or in person visits
- Stay up-to-date with new features and product launches
- Supervise staff junior to you by motivating, coaching, and providing feedback
- Developing channel relationships that will bring the sales and technical resources to each Opportunity and lead to closed deals
- 25%- Sign new Supply Agreements
- Media relations, pitching stories and finding creative angles, writing press releases and bylines
- Actively prospect for new sales opportunities with tools such as LinkedIn Sales Navigator, Avention, and ZoomInfo
- Contribute to communications plans and tactics for clients, including research, key messaging, audience and media analysis, timeline development
- Use media and social media monitoring tools to collate media coverage and analyze how news may influence client programming, perceptions, positioning
- Meet sales threshold/quota as defined by company

Qualifications for account executive, corporate

- Excellent communication skills with the ability to write and present in a professional and motivating manner

needs

- Previous pitching and media relations experience required
- At least 5 years of experience in sales and proficiency in sales and full product knowledge
- High levels of integrity and trust - Adheres to moral, ethical, and professional standards, regulations, and organizational policies
- Perseveres through difficult times - Demonstrates an understanding of own emotional triggers, strengths, and development needs the impact of own behavior on others