



Example of Account Executive, Mid Job Description

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

Responsibilities for account executive, mid

- Drive new business within the State & Local Government and Education accounts
- Knowledge of NASPO and other Government contracting agencies
- Managing the sales process to align with the specific buying cycle for the agency or institution
- Drive account strategies matched to the uniqueness of the SLED market, and coordinate team selling efforts with partners to close business on a quarterly and annual basis
- Effectively penetrates all accounts within assigned territory, including competitive installations that are within designated markets
- Independently calls on customers and penetrates accounts
- Demonstrates excellent product, company, and price list knowledge
- Works with service management and sales management to negotiate contract terms
- Works without supervision in qualifying new leads and developing effective strategies for accounts
- Excellent sales call planning skills as it pertains to on site sales visits

Qualifications for account executive, mid

- Must have a flexible style and be able to adapt to change quickly
- Working knowledge of computer networking technologies, high-capacity and fiber connected networks
- Telecommunications industry experience strongly preferred

- BS/BA and a minimum of 3+ year of business experience