



Example of Account Executive, Mid Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of 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

- Ensure successful implementations by coordinating with professional services
- Tracking activity and sales progress daily in Salesforce.com
- Develops strong relationships with decision makers in target prospect and customer accounts, leading to the sale of Altice Business products and services to solve identified business problems
- Works closely with the Director, Sales – Emerging Accounts to strategically develop and grow assigned accounts, driving company initiatives and key account management
- Coordinate and prepare seasonal apparel presentations
- Analyze sales data, both overall and specific market share, looking for both growth and missed opportunities
- Sells, negotiates, and communicates Brand strategies and initiatives
- Develops and implements sales planning and forecasting
- Provides direction to cross-functional areas throughout the company
- Coordinates category management, RFSM, replenishment and sales planning strategies with designated personnel

Qualifications for account executive, mid

- Must have experience in selling a 'platform' as a solution within an account such as ERP, CRM, Apps, and SAAS
- BA/BS Degree required Business or Commerce
- 5+ years previous relevant business-to-business experience with a strong

- Experience developing and analyzing reports
- Excellent questioning and presentation skills, effective at all levels of target customer organization