



## Example of Account Executive, Mid Job Description

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Our innovative and growing company is hiring for an account executive, mid. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

### Responsibilities for account executive, mid

- Working with your inbound internal partners to drive business
- Drive growth by selling ShopperTrak services, focusing primarily on business development
- Maintains and provides detailed knowledge of the industry and competitive environment
- Directs, develops and negotiates joint business plan and collaborative forecasting
- Ability to expand adaptive products within a current customer
- Running a discovery to determine how help eliminate our clients' back office headaches
- Present live online product demonstrations for potential clients
- Strategically prospect new business and get referrals to expand our reach
- Build relationships with decision makers to understand product fit
- Implement creative ways to make our outbound engine repeatable and predictable

### Qualifications for account executive, mid

- Three to five years of relevant B2B selling experience in the telecom industry
- Proven success at sales quota performance
- Strong verbal and written communication skills, positive attitude, professional appearance, understanding of sales process, industry knowledge, well organized, dependable, and excellent listening skills

- Proficient and demonstrable experience in prospecting, identifying target customers, evaluating buyer interest, recognizing decision-making processes, qualifying, creating value-based demonstrations, selling complex solutions, writing proposals, objection handling and negotiating
- A rare competitive fire and desire to win