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# Example of Account Executive, Commercial Job Description

Our growing company is hiring for an account executive, commercial. 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, commercial

* Proactively initiate contact with potential customers, customers and partners on a regular basis to develop, maintain and expand business relationships
* Partner with sales solution engineers in the development of software demonstrations for customers or potential customers
* Understanding of best practices and market trends, customer and potential customers business and technical needs
* Engage company specialist and support resources as needed to advance opportunities
* Assist with determining the viability of Request for Proposal (RFP) requests and directly influence the appropriate development of the response
* Attend and actively contribute to trade shows
* Develop the closing plan for accounts
* Build, expand and solidify relationships with clients by addressing the client’s needs, including the identification and resolution of underwriting or policy issues
* Build, expand and solidify relationships with carriers through regular communication and interaction on assigned accounts
* Manage the renewal process for all assigned clients including reviewing loss information, providing assistance in obtaining updated information, handling renewal applications, remarketing, account rounding, reviewing and negotiating the renewal pricing preparing the renewal proposal and binders

## Qualifications for account executive, commercial

* Ideally able to network to LOB leader, CxOs
* Minimum Level 2 license or willing to obtain it
* Demonstrated experience in (enterprise) software sales with a proven track record of over achieving sales goals (Networking and/or security is a pre)
* Strong end user field sales experience into commercial accounts across industry segments - especially at CxO level – with delivery via Channel partners
* Strong acumen for detailing the business benefits of the (technical) solutions within the portfolio
* Experienced in channel and direct sales management of commercial sales teams both inside sales and external