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# Example of Account Executive, Enterprise Job Description

Our company is growing rapidly and is hiring for an account executive, enterprise. 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, enterprise

* Ability to generate leads through existing network, cold calling, and creative go-to-market strategies
* To exceed sales targets by selling CyberSource solutions into enterprise accounts within an assigned geographical or vertical
* Call on senior decision makers leveraging your consultative approach, sales skills and excellent business acumen to establish trusted relationships within target accounts
* Conduct deep levels of discovery and objection handling at every level
* Adopt a value based approach, demonstrate quantifiable value to senior decision makers
* Meticulously plan and manage your sales territory, ensure the business has visibility of where and when revenue can be expected from your account base
* Consistently exceed new business bookings targets
* Be a passionate and knowledgeable spokesperson for IAS in the marketplace
* Responsible for selling Medellin and Ecuador Named Accounts as a Sales lead
* Drive account portfolio sales strategy and focus on top accounts and establish sales cadence with the account team

## Qualifications for account executive, enterprise

* Leading potential clients to an understanding of the options or solutions that are applicable to their situation, demonstrating how features and benefits match their needs
* BA/BS in Computer Science, Business Administration of Marketing
* Experience using Salesforce.com and Mac proficiency a plus
* Strong track record in selling achievements
* Ability to communicate persuasively and clearly orally and in writing, strong public speaking skills
* Competent using CRM for account management