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# Example of Account Executive, Enterprise Job Description

Our growing company 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

* Develop and maintain strong partnerships with OEM partners
* Account Executives are responsible for managing all aspects of the sales cycle
* Penetrate and develop accounts and new prospects, perform sales presentations to prospects, negotiate contracts, and close new business deals
* Identifying, prospecting and developing new financial services accounts in an assigned geography
* Delivering sales presentations to prospects, negotiating contracts, and closing new business opportunities
* Working closely with the pre-sales technical support team and performing assessments to determine customer requirements
* Ultimately, the sales executive is responsible for selling our solutions and ensuring the highest level of support to our customer base, while achieving revenue targets
* Exceed sales targets by selling CyberSource solutions into enterprise accounts within an assigned geographical or vertical market
* You will lead the entire sales process to ensure delivery against key performance metrics, with a strong emphasis on new business sales
* Engage with prospect organizations to position CyberSource solutions through strategic value based selling, return on investment analysis and references

## Qualifications for account executive, enterprise

* The ability to self-learn and work autonomously the majority of the time while still functioning as a member of a team
* Experience in the customer service/CRM field a bonus
* Deep understanding of the mobile application ecosystem UI/UX
* Extensive experience of selling technology solutions into Enterprise Accounts selling of the following solutions
* Ability to provide insight and thought leadership to senior/CXO leadership to position solutions that will positively impact the Customer’s business
* Top 10-20% performer at your last company