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# Example of Account Executive, Enterprise Job Description

Our innovative and growing company is hiring for an account executive, enterprise. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for account executive, enterprise

* Improve and maintain current customer satisfaction results (NPS) through engagement and responsiveness to regular surveys and feedback
* Partner collaboratively with paired Customer Service Associate to ensure outstanding customer service and responsiveness
* Establish self as a trusted advisor, providing guidance on strategic initiatives in the position to instinctively know how to provide relevant insights
* Sales cycle management experience, including Salesforce proficiency
* Connect client’s business objectives with Frontier Business solutions
* Persists in the face of obstacles through collaborating with multiple cross-functional internal teams to design and implement effective business proposals
* Develop strategic prospecting plans for territory development, working with Business Development Representatives Representatives, Account Managers, and other team members
* Identify, engage and qualify new opportunities from a list you will develop named enterprise accounts and close new business opportunities
* Responsible for achieving quarterly and annual sales targets while following established pricing policies
* Qualify leads submitted by Sales Development Representatives (SDRs)

## Qualifications for account executive, enterprise

* A team player who thrives in a fast growing environment who can help shape and positively impact the company beyond their individual business
* At least 5 years of direct sales experience and comfortable negotiating complex deals
* Maintain high levels of sales forecasting (SFDC), sales attainment and account planning
* Experience working with teams to drive opportunities and strategy in accounts
* Understanding of consultative selling processes and experience with prospecting, deal development and closing skills
* Telco industry experience preferred