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# Example of Account Executive, Small Job Description

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

* Developing and maintaining a database of prospects and customers within an assigned geographic region in the small fleet segment
* Developing new business from prospects and penetrating existing customer portfolios once developed
* You will drive revenue growth across the APAC region using your in-depth understanding of AdRoll’s platform, identifying, developing and closing strategic advertisers with a consultative sales approach
* You will handle and grow a high-volume sales portfolio supplemented by the latest tools in tech to help you close deals and win business
* You'll educate prospects and developing strategies for their needs using AdRoll's advertising solutions
* You'll attend and host industry conferences and events to identify new prospects
* You'll bring valuable insights and product feedback to our Product team in an organized, actionable format to facilitate ongoing client-driven product development
* You will be process driven, follow internal policies and effectively manage your pipeline whilst delivering on all forecasting and sales reporting responsibilities
* You will exceed personal sales goals and quarterly revenue targets while contributing to the overall team goals
* Renewal Process – which includes rating renewals in Policy Decisions, setting up file for underwriter and having Legal Notice issued when necessary

## Qualifications for account executive, small

* Familiarity with nonprofit sector in EMEA
* Passion for helping advance the mission of nonprofit organisations
* Strong interpersonal, demonstration and presentation skills
* Experience with web based conferencing tools such as Go-To-Meeting, WebEx, Google Hangouts
* Fluency in English and Italy
* A proven sales hunter and closer with 3-5 years of sales experience