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# Example of Account Sales Executive Job Description

Our growing company is searching for experienced candidates for the position of account sales executive. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for account sales executive

* Effectively present and discuss the products and services of Argo to current and prospective customers in a way that conveys an image of quality, integrity, and superior customer service
* Executes their clients' vision by using television and eMedia products to make their business grow
* Establish key relationships within the local business community in order to effectively build and maintain digital marketing services revenue vs
* Manage operating expenses within assigned budgets
* Coordinate with all Specialists (ISS/FSS/CSE/ASC) within assigned territory
* Participate in sales meetings and national and local trade shows as appropriate and authorized
* Maintain the status of all Sales Opportunities in SFDC
* Manage revenue data through Salesforce with an understanding of current YTD budget and performance of YTD actual sales, pipelines and forecasts
* Show a high degree of personal integrity and leadership with the Sales department
* Prospect Net New and existing accounts to generate a viable pipeline opportunities

## Qualifications for account sales executive

* Ability to develop new territories
* Ability to differentiate offerings from competition based on all key perspectives
* Responsiveness and thorough follow-up with customers and prospects
* University education preferable
* Minimum 2 years related hotel experience
* 2 Years working experience in hotel industry in which 1 year in Room Sales