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# Example of Client Executive Job Description

Our growing company is looking to fill the role of client executive. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for client executive

* Work with HIMD at facilities to present on Key Company Metrics at HSC meetings and report on quality survey results
* Escalates customer issues/concerns/problems in a pro-active and timely manner presenting chain of commands and resolutions
* Demonstrates a solid understanding of the meaningful financial metrics driving the Company business including revenue mix, revenue per business day, labor per payroll day, and labor productivity standards and utilizes this information to manage his/her book of business
* Coordinates Centralization efforts and conducts post centralization work flow analysis
* Introduces and markets new products and services offered by the Company
* Assists HSC specific in contract negotiations
* Ensures that staff has successfully gone through training and competency of staff is assessed, (including but not limited to ROI & HIPAA), maintained, demonstrated and improved continually
* Maintain professional behavior at all times
* Responsible for any other activity deemed necessary by the Key Account Manager
* Build and maintain effective and sustainable relationships with clients on an enterprise-wide basis

## Qualifications for client executive

* The Key Accounts group within Card Services manages account relationships with financial institutions that have at least a relationship of 17,000 active debit cards
* Ability to manage and prepare unsolicited proposals, large RFPs with deep knowledge of Canadian government procurement methods
* Experience working in large corporations with ability to work with and influence internal stakeholders and maneuver through processes
* Preferrably 5+ years external experience with proven consultative sales, preferably experience in high technology (services, software or hardware), with evidence of prior success in Sales
* 5-10 years IT solution sales experience, with a strong Public Sector background
* High Levels of Self Awareness and how your actions impact those around you