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# Example of Client Sales Executive Job Description

Our company is growing rapidly and is looking to fill the role of client sales executive. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for client sales executive

* Manage assigned territory to sell new business services into assigned region consisting of Health Systems and hospital outpatient pharmacies
* Ensure customer satisfaction and customer retention through consistent, productive account calls
* Maintain industry and product knowledge and inform company of changing market conditions and competitive issues
* Negotiate and navigate the contracting process
* Meet and exceed monthly, quarterly and annual revenue quotas
* Develop and maintain a deep understanding of RelayHealth Pharmacy services
* Provide timely and complete reporting information on the status of the sales plan, pipeline and sales progress as determined by executive management
* Support the maintenance of the agency management systems (i.e., ImageRight, AgencyInsight)
* Assess and manage opportunities and pipeline, ensuring accuracy of monthly/quarter forecasts (updated weekly) and Salesforce.com data
* Structures, negotiates and closes "deals" that meet customer expectations and FIS's ability to deliver

## Qualifications for client sales executive

* Ability to manage the sales & contracting process cross functionally
* Knowledge and understanding of Pharmacy
* Knowledge of healthcare industry and current practices and trends experienced in the healthcare pharmacy setting, particularly outpatient pharmacy
* Obtain and maintain a valid unrestricted Property & Casualty Solicitor’s License for the State of California, a valid California driver’s license and a dependable car
* Exceptional verbal and written communication skills required ability to independently manage time and prioritize
* Minimum of 5 years successful sales experience in a technology company selling to mid-size organizations selling in both direct and a channel sales model