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# Example of Client Sales Executive Job Description

Our company is looking to fill the role of client sales executive. 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 client sales executive

* Hunt in a large white-space territory for new logo customers and grow them into future flagship global customers
* Develop long term partnerships with accounts, securing strategic sales opportunities that drive profitable revenue growth
* Promote value added services such as network, cloud, managed security, mobility, digital media
* Will report to Civilian, State & Local Government Vice President
* Perform cold calls to seek opportunities
* Ability to qualify opportunities
* Must know how to build and manage a constant pipeline of opportunities
* Need to be resourceful and a problem solver
* Own the strategic business relationship
* Act as a main contact for the account and overall account strategy

## Qualifications for client sales executive

* Acts as primary liaison between client and FIS and understands client needs including financial expectations and restrictions
* Ensures accurate forecasting and pipeline management accurate content and certification of information in EMS (Entity Management System for assigned clients
* Communicates ideas both verbally and in written form via presentation in a clear, concise and professional manner appropriate to audience including executive levels
* Nursing industry knowledge is preferred
* Candidates for the client executive position are required to have a valid driver’s license and be able to maintain business expense submissions for reimbursement
* 5 years on ITO sales, BPO also is very welcome