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# Example of Client Sales Executive Job Description

Our innovative and growing company is looking to fill the role of client 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 client sales executive

* Attain and exceed quarterly and annual quota
* Develop necessary pipeline to exceed quarterly and annual quota
* Successfully diagnose business operations of clients and prescribe appropriate SS&C Advent solution
* Use Salesforce effectively to manage the sales process, lead generation to close, and maintain relevant data
* Prospect and generate leads for assigned territory
* Provide focused insight for clients on the best possible solution for them and sell it
* Act as primary contact, closer, and all knowing resource in sale of the SS&C Advent offering
* Bachelor’s Degree and/or 10+ years of account management experience
* Experience in selling solutions in CRM, SaaS, marketing database, data onboarding, email services, and consulting services a plus
* Experience with a true enterprise sales approach to developing new relationships across large Fortune 1000 organizations from C-Suite to end user

## Qualifications for client sales executive

* Strong analytical skills for developing business and strategy account planning
* Solid management of financial terminology in order to look after figures related to quotations, points of payback, profit assurance, etc
* Partial degree or graduate on Business administration, Information technology or any other major
* Reading and written skills in English
* Excellent understanding of the as-is DoD networking environment
* Bachelor’s Degree or equivalent, MBA or equivalent preferred