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# Example of Corporate Account Executive Job Description

Our innovative and growing company is looking for a corporate account 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 corporate account executive

* Participating in sales calls and meetings to determine appropriate resources or representation by other SunGard departments to win and close the deal
* Directly selling through an inside, direct marketing environment to deliver sales targets and consistently achieve quota and targets covering Quebec and the Atlantic Provinces
* Continually maintain current client/customer relationships
* Develop sales strategy to generate increased revenue from assigned corporate accounts
* Monitor and modify account performance to ensure revenue and yield goals are achieved
* Develop and maintain top level relationships with strategic accounts
* Ability to accurately plan and forecast sales by service segment and customer
* Manage an expense budget
* Help identify and communicate service needs to the Corporate Sales Management team
* Develop and leverage constructive relationships within target accounts to gain access to key end users, buyers and maintenance contacts to establish a partnership and increase our supply status

## Qualifications for corporate account executive

* Competitive compensation and benefits, including medical, vision, dental, RRSP plan
* Strong corporate media relations experience required
* Proficiency in social media platforms and experience in developing and implementing social strategies to achieve client objectives #LI-ML1
* S/he will have good research, writing and editing skills, the ability to interact with clients professionally and maintain relationships with media members
* Possess a high degree of organizational and project management skills necessary for integration with cross-practice and cross-geographical teams
* Automotive industry and B2B experience preferred