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# Example of Customer Account Executive Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of customer account executive. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for customer account executive

* Seeks new business from existing customers and potential new customers
* Provides competitor information to Regional Cargo Sales Manager
* Responds to existing customers changing requirements
* Negotiates with customers and service providers on price and service
* Maintains and strengthens relationships with Global/ key & local customers
* Is in regular contact with the Regional Cargo Sales Manager, Operations & other departments within AA as needed
* Manages a team of Customer Service Agents to maximize their revenue generating activities
* Assisting in the resolution of customer payment issues should they arise
* As with all leadership roles there will be other duties and responsibilities as assigned
* Category portfolio management within Dressings & Savoury

## Qualifications for customer account executive

* Familiarity with consultative selling methods and a strong scene of operational expertise
* Prior experience in business application sales, preferably customer base sales, SaaS sales and Financial and/or Human Capital Management
* College degree required 4-5 years of experience in Direct to Consumer Project Management, Direct Mail or Email Marketing
* Requires a Bachelor's in Marketing or related field
* Minimum of 4-5 years direct marketing/marketing experience
* Experience supporting consumer brands especially travel or hospitality