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# Example of Enterprise Account Executive Job Description

Our company is hiring for an enterprise account 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 enterprise account executive

* Develop a business plan outlining how together we will meet or exceed sales
* Increase pipeline through demand generation and targeted campaigns to the new logo accounts
* Maintains a complete knowledge of EMC products, policies, services
* Make recommendations and implement strategies to extend value to partners
* The Enterprise Account Executive effectively leverages internal resources such as Sales Engineers, Inside Sales, Consultants, selected partners to successfully generate
* Primary responsibility will be to drive new sales activity and business in defined territory and with named accounts through partners by solution selling
* Florida, Mississippi, and Alabama Territory
* Target markets to focus on
* Drive and overachieve aggressive revenue targets
* Manage current customer relationships including renewals and new business

## Qualifications for enterprise account executive

* Excellent verbal and written communicator, with strong presentation skills
* Background in sports is High school/College is preferred
* Network on C-Level
* 5-8 years proven business-to-business outside sales experience in Fortune 500 and Fortune 1000 sized accounts
* Exceptional prospecting, sales proposal development and presentation and conceptual selling skills to large customers with robust product/service requirements
* Experience selling total solutions and value to Fortune 500 and Fortune 1000 customers in the areas of strategic telecommunications products and services, with fiber rich facilities