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# Example of Enterprise Account Executive Job Description

Our growing company is looking to fill the role of enterprise account 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 enterprise account executive

* Build relationship with stakeholders and influencers at assigned accounts
* Minimize churn in assigned accounts
* Achieve annual quota assigned by your manager
* Provide timely and accurate sales forecasts and reports to inform managements strategic decision-making using CRM (Customer Relationship Management) tool, Salesforce.com
* Develop strategic accounts plans
* Play an active role in building organization capability by mentoring and developing SDRs and inside sales reps
* Retain current customer base and expand revenue through cross/up-sell opportunities by connecting the client’s business objectives with Frontier Business solution
* Work with internal teams to ensure operational efficiencies and service levels that meet and exceed customer expectations through strong customer service orientation
* Creates and delivers face-to-face sales presentations that sell the benefits of Frontier’s products and services to Enterprise customers
* Offers recommendations to sales leadership on new business prospects

## Qualifications for enterprise account executive

* BS/BA Degree or higher preferred
* Have 8+ years of experience in business application sales, preferably within an enterprise SaaS environment
* Have a consistent track record of exceeding your quota and revenue goals
* Are a hunter with a keen passion for sales
* Are a self-starter with the ability to work in a dynamic environment
* 5+ years of quota carrying