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# Example of Exec-Sales Job Description

Our growing company is hiring for an exec-sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for exec-sales

* Track partner progress on meeting planned objectives
* Achieving revenue & scorecard targets through indirect sales and marketing management
* Actively identifying, driving & owning “sell-through” effort to win the platform and deploy new offers
* Growing existing monthly run-rate through a robust Rhythm of the Business (ROB), including channel marketing and sales readiness, GTM investment
* Orchestrating and collaborating across segments with other SMB sales and marketing teams to optimize GTM motions
* Assist on building a database to include International schools, Bilingual schools, Foreign Language Schools, Learning Centers, Institutional Libraries
* Delivers presentations to executive level clients and Sr
* Facilitate the development of value propositions to include
* Create and drive consulting and advisory demand in our largest named commercial accounts
* Maintain a comprehensive account plan for each named account that includes strategies to penetrate and develop consulting business within each business unit in a named account

## Qualifications for exec-sales

* Strong relationships and networks within Sovereign Wealth Fund and/or Investment Management industry extremely beneficial
* Extensive experience in account management, product sales and/or product marketing, and partner management
* 4 years strong sales, account management, and business strategy planning skills with proven complex account management, project management, negotiation, and problem solving abilities (level 200-300)
* Drive monthly sales to achieve/exceed personal targets and in support of the overall revenue targets
* Maintain up to date knowledge of all systems used by the Syndication team and input to the development roadmap of ‘local systems’ CRM, ecommerce & Profile websites
* Develop strong relationships with key internal and external stakeholders Contributors, Editorial departments