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# Example of Major Account Executive Job Description

Our company is looking for a major 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 major account executive

* Assists in the development of the team or Area Office Systems sales and marketing plans and strategies
* Keeps management informed of progress and account status
* Attends and presents at trade show
* Developing a strategic sales plan, which includes proactively developing account plans, maximize the territory opportunities through new account acquisition and existing customer revenue growth
* Consistently meets or exceeds quota
* Obtains repeat business, referrals and references by applying understanding of the unique requirements of the key decision makers (sales, marketing, finance)
* Expand your network by working with external partners to gain access to industry knowledge other key C-Level decision makers
* Individual contributor to sales team
* Researching public and private company information
* Follows a disciplined, structured sales process for complex sales by deploying solution selling and strategic selling tools and techniques

## Qualifications for major account executive

* Enterprise software sales experience, preferably within the Manufacturing industry, closing multi-million dollar deals at the C-suite level
* Passion for disruptive technology in the Manufacturing industry
* Known for personal integrity
* 8+ years selling to our healthcare enterprise customers and growing a large territory
* The candidate must have demonstrated work experience with technical understanding of computer software technology and effective presentation skills
* Knowledge of the IT industry the CxO business challenges, including enterprise customer requirements