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# Example of Mid-Market Account Executive Job Description

Our growing company is looking to fill the role of mid-market account executive. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for mid-market account executive

* Manage relationships with existing Channel Partners
* Negotiate and close new business opportunities
* Collaborate with peers and management around ways to continually improve the sales organisation
* Own the full sales cycle including planning, cold calling, qualifying, obtaining and closing new sales opportunities within a geographically defined territory and vertical to achieve and exceed business plans
* Engage cross functionally with Account Management, Finance, Marketing, Legal, Executives, as needed to progress the deal
* Prospect new sales by identifying target customers, cold calling, direct marketing, and generating referrals
* Develop and deliver value-based solution proposals, product demonstration and presentations
* Customize content of sales presentations based on audience, prospect needs, industry dynamics, etc
* Primarily engage clients on the phone or virtual meetings and may participate in face-to-face meetings based on need
* Collaborate with peers in the sales organization, customers, and vendors to interpret information and improve sales processes

## Qualifications for mid-market account executive

* Relentless focus on the customer experience Demonstrated enthusiasm for search and technology and its use in driving revenue, efficiency, customer and employee satisfaction
* Extensive experience in a relationship selling role where you were recognised as a top performer, driven by achieving a high level of customer satisfaction
* Consistent earnings of $150K (US dollars) yearly in past Account Executive roles while carrying approximately a $500K-1M quota (US dollars)
* Proven track history of success in selling cloud solution to mid-market commercial customers
* Willingness and ability to travel to visit customers
* Solid, demonsrtaed technology sales experience (preferably Software or Business Applications)