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# Example of Mid-Market Account Executive Job Description

Our innovative and growing company is looking for a 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

* Work within a defined geographic territory to close sales, win business, and reach sales goals
* Work within a protected geographic territory to close sales, win business, and reach sales goals
* Successfully obtain branded marketing dollars from clients managing and growing the account
* Primarily engage clients on the phone or virtual meetings
* Create, maintain, and develop a sales pipeline through a combination of cold and warm calling, email campaigns, and industry knowledge
* Manage the end to end sales process through engagement of appropriate resources such as Account Management, Finance, Marketing, Legal, Executives
* Update our CRM system with customer and pipeline data
* Conduct accurate deal forecasting and revenue delivery
* Effectively work with peers in the sales organization, customers, and vendors to interpret information and improve sales processes
* Prospect, evaluate, close, on-board, and support mid-size advertisers and advertising agencies

## Qualifications for mid-market account executive

* Enterprise software or contact center industry experience(s) a plus #LI-MP1
* 1-3 years of quota-carrying sales experience with SaaS, desktop software and/or security solutions highly desired
* Fluent level of Spanish and fluent English both spoken and written
* Must be eligible to work in Spain full-time with no restrictions
* Native level English
* Track record of success (5+ years) in CRM or related business application sales, engaging C-level decision makers (Enterprise experience a plus)