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# Example of Regional Account Executive Job Description

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

## Responsibilities for regional account executive

* Maintain effective relationships with established customers and develop strategies to maximize revenue opportunities through increased portfolio usage
* Provide routine and accurate updates to the Company’s sales database with account activity and status
* Develop and implement Annual Operating Plans which support business objectives
* Strong network/relationships with key producers
* Collaborates with internal departments (e.g., Operations, Billing, Finance, ) to ensure successful processing and activation of new accounts and to resolve customer issues (e.g., billing discrepancies, special needs and requests)
* Submits pricing request (e.g., price quote requests, enterprise portfolio qualifying worksheets, ) to Pricing to secure acceptable pricing which can be offered to prospects and customers and to convert, penetrate, and retain customer business
* Cultivates internal sales leads (e.g., strategizes with UPS Small Package division, ) to identify new sales opportunities, secure additional conversion revenue, and develop customized, bundled enterprise solutions
* Records daily sales activities into customer relationship management system (i.e., TEAMS) to manage sales funnel (e.g., tracking prospects, capturing meeting notes, ) and validate sales cycles
* Enters new customer profiles into account management system
* Maintains relationship with Revenue Management to support the creation of competitive proposals and business growth

## Qualifications for regional account executive

* Excellent phone skills with the ability to clearly articulate compelling value propositions for G/O Digital’s marketing solutions
* Knowledge of new/emerging digital advertising technologies and techniques
* Bachelor’s Degree is preferred, or equivalent experience is required
* Has earned a bachelor’s degree, or has equivalent experience
* Has earned a bachelor’s degree
* Proven track record working with Partners including Cisco, Dell, EMC, HP IBM, to build strategic and cooperative sales campaigns together