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# Example of Senior Sales Executive Job Description

Our company is looking to fill the role of senior sales executive. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for senior sales executive

* Sell strategic initiatives by packaging current and new ad products, including data and audience insights
* Act as the interface between the regions, through the Business Team Regional VP’s and the Global Business team, so that the onsite laboratory business development, client service delivery requirements, lab productivity and financial targets are communicated, understood and maintained
* Develop broad relationships within new and named accounts at all levels of the organization by maintaining regular contact with users and timely and valuable communication with executives to demonstrate value and ensure satisfaction
* Participate as an Enterprise Software representative at trade shows
* Working with the Director of Consulting on sales presentation coordination, development and execution
* Reflecting input activity within and maintaining accurate sales database
* Responsible for prospecting and establishing new client and agency relationships, growing existing accounts for key CPG categories
* Manage client communication during all phases of pre-sale and post-sales process
* Work closely with internal teams to deliver on key KPIs and maximize campaign results, from positioning of reporting highlights to recommended optimizations
* Meet quarterly and annual sales goals and maximize market share for key clients

## Qualifications for senior sales executive

* Bachelor’s Degree in a Business, Marketing or a Chemical Science
* 7+ years of experience selling IT staffing/solutions with a track record of success exceeding both personal and team sales quotas, proven success closing new accounts and assisting sales team in driving new revenue
* English, Dutch – fluent written and spoken
* French – Intermediate, able to have a commercial conversation in French
* Must come with relevant Senior Business contacts ideally across both France and Benelux
* 3+ years of sales experience in a manufacturing environment, preferably with Trim / Garment /Testing Lab - Softline experience (Candidate with less experience will be considered for the position of Sales Executive experience)