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# Example of Software Sales Executive Job Description

Our growing company is hiring for a software sales executive. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for software sales executive

* Must reside within the territory, NYC metro preferred
* Driving new sales into targeted accounts with existing FIS relationships, generating new leads into a defined whitespace list with limited or no FIS relationships
* Responsible for selling office solutions to current and new customers
* Business Acumen and Process discipline
* Net New Growth and Account Management Duties
* Knowledge and experience in CRM
* Meet or exceed monthly and yearly targets
* Participate with Middle Markets and/or National Accounts Account Executives, Claim Account Executives and Risk Control during the sales process in support of attracting/retaining accounts
* Implement customer service and product strategy
* Conduct product training for internal and external customers

## Qualifications for software sales executive

* Experience in a Domain / Industry is an advantage
* Experience selling of Integration Middleware/Master Data Management/API Management/ETL and SaaS applications
* 7+ years of direct sales experience in a software organization
* 6+ years of successful software solution sales experience
* Experience sellling enterprise software into such verticals as Aerospace, Transportation and Mobility, Life Sciences, and/of Government are strongly preferred
* Inside sales experience is a must