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# Example of Strategic Account Executive Job Description

Our growing company is searching for experienced candidates for the position of strategic account executive. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for strategic account executive

* SELL IN/SELL OUT – to be compelling and inspiring and to consistently strive for sell in excellence utilising all the sales tools provided
* Writing and presenting professional, organized proposals
* Project Management of sales cycle activities and service implementation
* Consistently achieve Monthly Sales Quota
* Experience negotiating Master Service Agreements
* Aptitude to translate technical information to customers
* Ability to identify and cultivate market opportunities
* Responsible to deliver sales results through sales of the entire JCI product and service offerings
* Identify specific accounts and opportunities as targets
* Seek out, target and initiate contact with major prospective customers within assigned vertical markets

## Qualifications for strategic account executive

* Successfully sold into IT
* Must be able to spend 50%+ time in the field calling on clients
* Thorough understanding of the competitive landscape
* Closed complex sales cycles in competitive markets
* Normally requires a minimum of eight (8) years directly related and progressively responsible sales experience
* Ability to work well on an independent basis with strong organizational skills