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# Example of Strategic Account Executive Job Description

Our innovative and growing company is looking for a strategic account executive. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for strategic account executive

* Partnering with regions and branches, practice Target Account Selling techniques and disciplines to execute a strategic selling approach that will increase the value that we deliver to our customers
* Responsible for driving the sales process from Target to Close on opportunities where the SAE is the lead sales, this includes creating and ensuring estimates are accurate and reflect the scope of work desired by the customer
* Provides pipeline across assigned accounts as required to the associated leadership teams
* Preparation and execution of quarterly business reviews, monthly progress reports and executive summaries, manage forecasts in CRM
* Provide forecasting and update account/opportunity detail in the Salesforce CRM System
* Ensure appropriate seasonal product flow by category and by month, in order to optimize account opportunities
* Drive desirability of the brand in line with the area distribution policy and distribution channels
* Grow and Maintain select existing customer relationships as identified collaboratively with sales leadership
* Own and lead the category account relationship
* Leverage understanding of account competitors and the marketplace

## Qualifications for strategic account executive

* Minimum 5 years experience selling IT consulting services and/or I.T
* Acute ability to drive business development and pre-sales initiatives by leveraging I.T
* Ability to travel as necessary (approx
* Must demonstrate strong persuasion skills and ability to successfully manage relationships at the Executive level
* More than 5 years of managing the nominated client account in Banking sector
* Minimum of business software and services related products in the IT industry