Downloaded from <https://www.velvetjobs.com/job-descriptions/wholesale-account-executive>

# Example of Wholesale Account Executive Job Description

Our company is growing rapidly and is looking for a wholesale account executive. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for wholesale account executive

* Manage customers specific tactical solutions on ranging, pricing, merchandising promotions & in store activation
* Achieve net customer sales targets across each category & customer as designated
* Highly motivated and target driven to achieve Wholesale team Sales targets
* Experience in a multi brand market and DACH territory
* Collaborates with Loan Operations Team to manage active pipeline
* Escalates second reviews to Team Leader or Underwriter
* Establishes communication protocol with Loan Processor to optimize service delivery
* Assists brokers with lock reconciliation, extensions and exceptions
* Performs initial contact with mortgage brokers and coordinates broker approval process
* Provides brokers with information to access to current rate sheets and product guidelines

## Qualifications for wholesale account executive

* Demonstrated ability to inspire, coach and develop a team of managers
* Ability to work independently to prioritize and achieve results
* 3-5 years experience with a strong working knowledge of Employee Benefit insurance coverages, Ancillary in particular
* 2-5 years experience with a strong working knowledge of commercial insurance coverages (knowledge of NY construction a plus), Professional Lines, E&O and D&O
* Computer literacy - Proficient in MS Office in particular, Excel
* Must have a valid driver’s license, reliable transportation