



Example of Account Executive, Commercial Job Description

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Our growing company is looking to fill the role of account executive, commercial. 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 account executive, commercial

- Prepare and present sales proposals and presentations to new and existing clients with quantifiable business cases and strategic and technical value propositions
- Leverage internal sales tools and processes to drive opportunities to a successful close
- Ensure orders meet all legal and financial requirements
- Manage partner relationships, assist in rolling out partner programs and partner sales and technical enablement
- Achieve monthly, quarterly and annual quotas by selling to new and established - large, complex prospects and customer
- Develop and implement Strategic Territory plans for target account expansion and new account acquisition including performance objectives, financial targets, and critical milestones for a one and three-year period
- Create sale campaigns into target accounts and closely coordinate company executive involvement with customer/prospect leadership
- Establish and maintain a productive, professional relationship with key personnel in assigned customer/prospect accounts
- Construct and deliver tangible business cases at the CXO level including financial (ROI & TCO), technical and strategic value propositions
- Identify and build strategic relationships with partners and alliances that have existing relationships with the assigned target accounts

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- Bachelor degree (preferred but not required) or equivalent education with typically 1-2 years' sales experience
 - You are driven to achieve quarterly targets
 - You have a proven ability to work effectively with and across all levels of business and IT contacts within very large and complex organizations
 - You're comfortable supporting Partners negotiating large deals with extremely complex terms, conditions, price pressures and considerations
 - You have a proven track record working with Partners including Cisco, Dell Technologies, HP, IBM, to build strategic and cooperative sales campaigns together
 - You have domain experience selling in Datacenter Space