



Example of Account Executive, Retail Job Description

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Our growing company is searching for experienced candidates for the position of account executive, retail. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for account executive, retail

- Manage sell in and sell out of PCs and other consumer products for Walmart and Walmart.com
- CPFR collaboration – drive and outline forecasts for account, help to manage retail inventory and cycle management from product launch through product end of life
- Coordinate support for trainings, demo days etc as needed
- Be an expert
- Collaborate with your team
- Be the trusted technical advisor to our customers
- Use and accurately maintain the company's CRM system for all customer and sales process data to ensure teamwork, collaboration, and global transparency towards providing an amazing customer experience
- Develop direct customer relationships using deep understanding of customers business needs, production applications and technical language utilized in their industry
- Use consultative sales techniques and solutions that are differentiated to improve customer production quality control and production efficiency, based on SICK Sales Power (SSP) to uncover customer needs and solve difficult applications
- Provide an amazing customer experience and accurately managing customer communications and SICK customer relationship with named accounts

Qualifications for account executive, retail

- Requires a minimum of five years of experience in direct sales, marketing, or technical sales support of computer software solutions (including related training products and services), computer hardware, or telecommunications software/hardware
- Ability to travel as much as 70% or as business needs require
- Work location of Chicago is preferred to minimize required travel
- Ability to analyze and evaluate territory dynamics and develop a sales plan at both the territory and individual client level
- Proven experience in new territory development with “roll-up-your-sleeves” mentality and a well-disciplined sales process
- Proven track record of selling technology solutions to B2B and B2C customers