



Example of Business Account Executive Job Description

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

Responsibilities for business account executive

- Identifying prospective companies that are the best match for our Lands' End Business Outfitters product offering and operational capabilities
- Identify individuals within each prospective company that has the ability to influence promotional goods and/or uniform buying decisions
- Leveraging the phones to identify and make initial contact with key buyers/decision makers, with the ultimate goal of getting a face to face visit if ROI warrants it
- Conduct effective face to face meetings leveraging the various selling tools and product samples provided
- Consulting with each prospect to identify their current pains and then provide solutions within our product assortment and operational capabilities to address them
- Conducting cold visits within your territory to maximize your time around scheduled visits
- Achieve prospecting metrics on a weekly basis related to phone call attempts, cold visits, and scheduled visits
- You're self-sufficient
- Major props if you have prior experience with agency management systems (Applied Tam, Applied EPIC, or Vertafore/AMS 360), Salesforce, and Carrier Portals (used for quoting, downloading policies and endorsements)
- Engages with customers proactively and provocatively with a strategic "consultative" and "trusted advisor" approach that results in addressing a

Qualifications for business account executive

- Strong communicator who must be able to analyze complex problems and present straightforward solutions, concepts, ideas, figures, action plans
- Ability to communicate a clear message in a professionally tactful manner at all levels, both with external and internal clients and stakeholders
- Technical selling requiring cross functional coordination of engineering, product, marketing and operations teams
- Sales training experience in SPIN, Holden Power Based Selling, Miller Heiman, or similar sales programs
- Self-motivated, independent work style with superior lead generation skills
- Salesforce.com knowledge a plus