



Example of Business Account Executive Job Description

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Our company is looking to fill the role of business account executive. 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 business account executive

- To retain and maximise revenues across Direct by retaining customers and prospecting warm leads
- To improve CSAT by ensuring all customer issues are managed and expectations exceeded by working closely with the Account Managers
- To provide in-depth analysis and reporting for Senior Sales Management identifying process and knowledge gaps
- Presentation skills will be required to show functional performance, barriers and opportunities
- An ability to present findings and recommendations, functional performance and process and knowledge gaps at all levels of management
- The daily management of retention work streams
- Any Account Executive must be able to demonstrate excellent people skills and communicate effectively both with internal and external customers at all levels
- Must have the capability to take ownership of business issues and drive through to positive conclusions
- Be able to translate and articulate into client value the commercial proposition from TTB
- A desire to understand how to connect businesses with tech

Qualifications for business account executive

- Strong computer knowledge including MS Word, Excel, PowerPoint, WebEx
- Inside View experience a plus
- Sales of products and services in the territory either direct or with a partner
- Works with Solution Consultants to address customer needs and develop business proposals
- Territory/vertical in line with corporate objectives