



Example of Channel Account Executive Job Description

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

Responsibilities for channel account executive

- Opportunities within the assigned geography and account targets
- Maintain a detailed understanding of top partners' business (pain points, investment areas, profitability factors)
- Develop new advertising sales business and grow existing business
- Carries out the entire sales process from initial contact to close
- Attracts and keeps important customers
- Maintain client/agency relationships
- May direct an account service representative who handles accounts on a daily basis once accounts are sold
- Operates with a high degree of latitude and independently performs assignments with instruction limited to results expected
- Routinely leads a variety of team members in the completion of large, complex company-wide or inter-departmental projects having considerable scope and impact
- Interacts with key decisions-makers across the organization to achieve individual and team objectives

Qualifications for channel account executive

- Strong regional knowledge of key channel players
- Proven track record in sales, especially with complex, analytic, information-based solutions, preferred, but open to experience with credit/collections or

- An understanding of how the Communications and Media industry utilizes consumer credit information, analytics and fraud prevention solutions
- At least 5 -8 years of successful technology/PC/hardware sales experience is required
- Previous channel sales experience working for or calling on a Tier 1 or Tier 2 business partner is highly preferred
- Excellent written and verbal communication/presentation skills required