



Example of Channel Account Executive Job Description

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Our company is growing rapidly and is looking for a 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

- May lead associate account executive(s) or sales assistant(s) who administer accounts on a daily basis after the close of the sale
- Channel owner for the digital channels at Sprint, including main client interface with headquarter executives managing the web and My Sprint sales and support channels
- Lead the strategic evolution of the Solutio experience, specifically leading for the Sprint client team, the management and execution of the application strategy (Tech Expert App and Sprint Gallery)
- Manage day-to-day execution of Sprint's application strategy and the lead interface with Sprint team
- Partner with Marketing, Product Management and the Client Services leadership team to identify product concepts, initiate product portfolio plans and develop the value proposition to sell-in new products to the client and drive product engagement
- Assist in developing strategic roadmap and sell-in to Sprint team
- Assist with product testing, demos and beta activities for new enhancements and client launches
- Facilitate effective partnerships with cross functional departments, including Marketing, Product Development, IT, Business Development, Legal/Regulatory and related functions
- Deliver market/client data to the product and marketing team to facilitate product advances based on demand and client direction

Qualifications for channel account executive

- Solid financial acumen and financial management skills
- Must be located in or willing to relocate on own to the Chicago area
- A track record of success pushing and pulling products, solutions & services via a tier 2 channel in the IT industry
- Demonstrated ability to produce high quality results working self-sufficient and independently in a region with limited local support infrastructure
- Of the position
- Five to seven years of progressive responsibility with customer headquarter account management