



Example of Commercial Account Executive Job Description

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Our company is looking for a commercial 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 commercial account executive

- Demonstrate successful business development which will result in cost-effective, quality solutions for our customers, a positive work environment and fair pay for our temporary employees, and, most importantly, increased market share and profitability for Kelly Services
- Act as a business consultant gaining a thorough understanding of the customer's needs/business issues and selecting the appropriate Kelly solution to meet those needs
- The Sales Professional must possess a solid working knowledge of the complete range of Kelly's service offerings and capabilities in order to effectively cross-sell multiple service lines
- Sales Professionals must also remain current with competitive trends, staffing/human resource issues and market conditions and their effect on business
- Operating within company policy, the Sales Professional exercises discretion and independent judgment in making decisions
- The Sales Professional is responsible for building and maintaining mutually beneficial business relationships not only with decision-makers and end users at current and prospective customers, but also with community leaders and representatives from relevant business associations (e.g., Society of Human Resource Managers)
- Maintain a high level of face to face meeting activity with customers,

- Develop territory plan to best leverage partners, alliances and existing relationships to build and maintain a robust pipeline of new logo opportunities
- Identify and build strategic relationships with local partners to aid in pipeline generation
- Manage partner relationships, assist in rolling out partner programs and partner sales and technical enablement

Qualifications for commercial account executive

- Associate degree (preferred but not required) or equivalent education with typically 1-2 years' sales experience
- Current knowledge and understanding of the UK economy is a must
- Four year university degree or equivalent experience required
- Minimum 1+ years of outbound prospecting experience
- Do you have 8+ years of proven selling experience in a fast paced, highly competitive, ever-changing sales environment?
- You have exceptional selling, presentation and technical skills with a passion for driving Partner & End-User activity across their region in order to exceed quarterly bookings targets