



Example of Enterprise Account Executive Job Description

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Our innovative and growing company is looking to fill the role of enterprise 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 enterprise account executive

- Exceed monthly, quarterly and annual quotas
- Develop sales strategies to form meaningful relationships with corporate heads of real estate, CFO's, Heads of HR and other business leaders to grow existing accounts
- Utilize Salesforce to properly track and report Sales progress
- Understand and explain the benefits of a SaaS-based employee success product and service
- Manage complex sales cycles from start to finish with a track record of successful revenue attainment
- The Enterprise Account Executive effectively leverages internal resources such as Sales Engineers, Inside Sales, Consultants, selected partners to successfully generate qualified opportunities, win new or existing business and builds a long term closed partnership with her/his key customers
- Achieve the quarterly and yearly revenue targets by using the approved SAG business planning, account management and opportunity management and monitoring processes
- Managing 15-20 customers and growing business with target accounts within the Carrier marketplace
- Build long term relationships with C-level and VP's within designated territory, prospecting, cultivating, and managing the relationship
- Analyze market and company information to build effective presentations and

Qualifications for enterprise account executive

- Experience building and expanding named accounts selling new clients
- Minimum of five years' demonstrated success in net new software sales at the enterprise level
- Minimum five years' experience in the storage management industry
- Minimum of two years' success in identifying, building relationships and selling directly or with partners
- College degree with an understanding of the wealth management business
- Multiple sales roles within the Software Vertical