



Example of Enterprise Account Executive Job Description

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Our company is searching for experienced candidates for the position of enterprise account executive. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for enterprise account executive

- Forecast sales activity and revenue achievement in our CRM, while building satisfied and referenceable customers
- Aggressively prospect, identify, qualify and develop sales pipeline within the public sector, specifically must have experience selling into the US Army
- Hunt and aggressively prospect for new logo business via call and email campaigns into the lead database, list builds, social media contacts
- 10 + years in sales quota attainment
- Experience selling to executives in complex sales cycles with deals six figures and higher
- Successful B2B software, SaaS, or technology solutions to business executives
- Comfort and capability in developing relationships with and presenting to high level executives
- Experience in selling SFA, CRM, Marketing Automation, Business Intelligence, Sales Data, Sales methodology, or other sales and marketing productivity solutions
- Foster C-level executive relationships with existing customers within assigned customer module
- Retain current customer base and expand revenue through cross/up-sell opportunities

Qualifications for enterprise account executive

- A proven and successful track record in building, growing and managing enterprise accounts (6-7 figure deals) in and around SaaS, Infrastructure, Database, or Analytics/Big Data technologies
- Domain knowledge of large corporate IT environments including understanding of infrastructure and cloud computing
- Ability to effectively present to a technical audience, influence individuals and groups at all levels
- You understand the importance of a sales engineer and know when and how to leverage this function in your deal cycle and close process
- Highly organized professional with a strong work ethic