



Example of Mid-Market Account Executive Job Description

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Our company is hiring for a mid-market 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 mid-market account executive

- Requires moderate supervision and handles small to medium sized accounts and simple to moderately complex products
- Will have an assigned set of buildings, which are connected to the Lightpath Fiber Optic network, and will be responsible for increasing Lightpath's share of business in those assigned buildings according to a Yield Plan
- The Account Executive will also be eligible to receive leads from our marketing partners and develop new marketing partners for lead generation
- Be inspired by city views, and enjoy 360° panoramas from our office in the White Gardens
- You will manage the entire sales process to ensure delivery against key performance metrics, with a strong emphasis on new business sales, while expanding existing accounts within an assigned geography
- Be a driving force in the success of the company's goals and objectives through achieving your individual sales quota
- Build and manage a sales pipeline through prospecting efforts into companies that have 1,000 employees or less that are within an assigned geographic territory
- Generate leads and grow sales revenue
- Manage strategic target account lists within a defined territory
- Build revenue with partners within assigned territory

- Prior industry or vertical experience a plus but not required
- You are ambitious, authentic, adaptive, and resilient
- 3 - 5 years wireline telecommunications sales experience required
- Must have at least 6 years successful software solution selling experience to Government (both Central & State) organizations
- Sales Experience in selling Software would be an added advantage
- Proven Sales and Account Management experience in successfully selling high value, technical products, services and solutions specifically in the Enterprise and or Contact Centre Market