Example of Mid-Market Account Executive Job Description

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

- Be inspired by city and ocean views, and enjoy 360° panoramas from our offices at 60 State Street
- Map out the client organization and build relationships with multiple contacts, with a focus on stakeholders within the organization
- Develop and execute territory sales plans and account strategies to achieve quarterly and annual sales quota
- Identify and target potential customers and prospects
- Qualify potential opportunities
- Build a pipeline of opportunities sufficient to meet or exceed monthly, quarterly, and annual sales quota
- Maintain accurate territory sales forecasting on a monthly and quarterly basis and to successfully attain forecast targets
- Prepare and deliver in-person and remote web conference sales presentations tailored to the specific needs of qualified prospects
- Overcome technical and business objections of prospective customers as necessary
- Thrive in a fast-paced environment closing 30+ deals annually with ARR varying from $5,000 to over $100,000

Qualifications for mid-market account executive

customer

- Candidates who have demonstrated multi-year tenure in a single organization with 3+ years of repeated success exceeding quota is preferred
- Required experience prospecting and closing net new deals
- Must have experience selling to IT Line of Business General Managers
- Must have recent experience selling to New Business (Hunter)
- Sales training and experience with solution, consultative, strategic and/or conceptual/complex selling is required (Miller Heiman, Sandler, FranklinCovey or equivalent training preferred)