



Example of Sales & Accounts Executive Job Description

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Our growing company is hiring for a sales & accounts 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 sales & accounts executive

- Works both independently and collaboratively with other sales team members focusing on accounts where high-touch customer interaction is essential to business retention and expansion
- Develop a sales plan with strategies and tactics to achieve National sales objectives
- Identify market opportunities, cultivate interest, negotiate terms, and close sales
- Collaborate with cross functional product, support, marketing and country teams ensuring seamless customer service and customer satisfaction
- Provide regular detailed status and activity reporting in customer activities and solutions performance to Sales Director
- Monitor quality of product and service delivery to customer
- Collaborate on the customer engagement with specialist sales in our Converged, HyperConverged, Storage, and High Performance Computer groups, among others
- Fully understand customer's business model, corporate structure, and needs/issues specific to individual hospitals
- Coordinate and facilitate customer knowledge training for updates and changes while identifying and teaching best practices
- Ensure client satisfaction by identifying client needs, anticipating future challenges and proposing targeted solutions with supporting business cases

Qualifications for sales & accounts executive

- Proven ability to develop and maintain strong working relationships with internal teams such as
- Ability to travel in Japan
- Solid selling experience includes multiple, diverse set of selling responsibilities, direct to customers with or through partners
- Leverage Client Connect (Jive) and other platforms for knowledge transfer purposes
- Clear understanding of the customer base and lead consultants/brokers within the region - Clear understanding on how to communicate Group Insurance Differentiators to prospective customers / consultants - Clear understanding of financial underwriter and plan/program design - Accountability and Ownership of individual sale results
- Demonstrated success of working with Fortune 100 companies and growing the business a \$10M+ account