



Example of Sales Executive, Senior Job Description

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Our company is growing rapidly and is hiring for a sales executive, senior. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for sales executive, senior

- Relationship Management - develops and manages relationships with current clients to develop additional business ensure a high level of client satisfaction
- Act as an "advisor" for the trust and investment needs of individual customers Identifies and generates new business
- Seeks/creates opportunities to expand business with current clients
- Attends conventions, conferences, and trade shows as needed
- Ability to collaborate internally with key stakeholders to drive deals
- Drive incremental revenue within assigned territory – closing deals end to end to meet or exceed established sales quotas
- Work within team Sales, Presales, solution sales, and other key stakeholders on deal execution
- Support opportunity management of volume opportunities
- Help ensure customer needs are understood and addressed in the sales process by supporting experts and managers
- Update CRM system with customer intelligence and sales pipeline information in alignment with management guidance

Qualifications for sales executive, senior

- Ability to work cohesively with multiple stakeholders from several different parts of a banking organisation
- Ability to articulate a strategic vision and to gain client buy in to the 'big picture' managing short term, tactical, issues and initiatives

- Experience selling a workforce management software solution strongly preferred
- Advanced selling skills with a demonstrated track record
- Must possess business experience to analyze client business requirements and develop creative solutions utilize technical resources to complete an accurate and technically assured sales order