



Example of Sales Executive, Senior Job Description

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Our growing company is hiring for a sales executive, senior. 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 executive, senior

- Build and orchestrate the sales pursuit team
- Work directly with building owners to reduce energy consumption, improve the indoor environment and extend the life of mechanical and electrical distribution equipment
- Follows through on sold projects to ensure satisfactory completion
- Actively participates in sales department meetings, workshops and seminars
- Achievement of assigned IG sales quota contribution towards overall team booking target
- Liaising with support groups and other business groups to maximize the effectiveness of the sales effort
- Independently manage assigned accounts
- Assess and develop a keen understanding of challenges faced by Pharma and Life Sciences clients
- Must act like a true hunter, act with urgency and cultivate new relationships with senior level (VP/Director and above) clients at Pharma and Life Sciences companies
- Work under general supervision from Regional Sales Leader with some autonomy

Qualifications for sales executive, senior

- Strong written and verbal communication skills, demonstrating a high level of

- Diploma / Bachelor's Degree in Engineering, Business Management or related field
- In-depth knowledge of building products and solutions will be added advantage
- Bachelor's Degree, or Equivalent to Engineering Qualification of HNC, or greater degree in a Business, Marketing or a Chemical Science
- 5 years of technical sales or distributor management experience (gas detection industry preferred)
- Ability to identify customer needs and challenges