



Example of Sales Executive, Senior Job Description

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Our company is looking for a sales executive, senior. 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 sales executive, senior

- Provide effective communication with both internal and external stakeholders with a commitment to customer service excellence
- Identify service improvements or new services by identifying industry trends, market activities, and monitoring competitors' activity
- Prepare quotations, tender responses and service order agreements in line with internal and market expectations
- An active participant for all in-house and external training programs
- Develop and collaborate on onsite lab sales proposals and responses to RFP/RFQ's and tenders, working closely with regional operational staff to ensure that project scope, schedules and budgets are accurately planned, monitored, communicated and met
- Participate in strategic planning projects, and implements the marketing of new and existing service lines with other business units (outsourcing) to develop cross-promotional synergies, opportunities and programs
- Responsible for contract maintenance, including monitoring of client scope, regular rate reviews, change of scope orders and timely renegotiation of contracts
- Develop and execute our "Go 2 Market" strategy in close cooperation with the rest of the commercial team, located across Europe and the local Country Manager
- Work closely with the inside sales team other departments like customer service, engineering and follow-up service to better understand the needs of

- Generate added value for you clients by cross-selling UL services within an established account base

Qualifications for sales executive, senior

- Bachelor's degree or higher in Marketing, Engineering or related field, Diploma holders with at least 10 years of relevant experience may be considered
- Experience in MNC environment with at least 5 years relevant experience in power generation equipment sales will be highly preferred
- A self-starter who is independent with creative thinking, works well under pressure and is willing to travel (possess valid driving license)
- Bachelor's degree or higher in Marketing, Engineering or related field
- Experience in MNC environment with at least 5 years of sales experience with 3 years in Technology / Consumer Electronics engineering product or service sales
- Bachelor's degree plus at least 8 years of field based selling experience to the Automotive Industry required