



Example of Sales Executive, Senior Job Description

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Our company is hiring 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

- Set clear objectives and develop strategies for each account to drive penetration and growth
- Establish good rapport with decision makers (at all levels)
- Service & maintain existing business (contracts, quotations, tenders, relationship management)
- Proactively seek new business opportunities to secure
- Track account sales (sales, penetration rates and market share)
- Establish sound understanding of customer needs, challenges, competition, key trends etc
- Establish good rapport with decision markers (at all levels)
- Track account sales and provide accurate forecast (sales, penetration rates and market share)
- Able to obtain and share sales/market intelligence through his/her market relationships and applies the knowledge to form solutions across sales territories or sectors
- Degree/Diploma, preferably in a science background

Qualifications for sales executive, senior

- Bachelor's degree and four plus years of experience in insurance-employee benefit sales or equivalent combination of education and experience and sales management experience

development plans for direct reports teaming with the appropriate matrix functional manager

- Develops an annual sales plan & budget consistent with the BA / branch business plan, profit, growth and marketing goals
- Detailed understanding of complexities with ability to communicate and to negotiate all areas related to the sales functions (ie underwriting, sales, renewals)
- The ideal candidate will bring a personal approach to dealing with people
- College degree (or equivalent), preferably in marketing, communications, or a business discipline