



# Example of Sales Executive, Senior Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our innovative and growing company is looking to fill the role of 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

- Demonstrated ability to sell to – and develop partnerships with – senior client executives
- Ability to identify customer needs and articulate our value proposition while demonstrating ROI/CBA
- Execute entire sales lifecycle – lead generation to discovery to presentation to close
- Ability to manage the customer relationship for additional product/service solution opportunities, including customer retention and contract renewal
- Responsible for working collaboratively with other Fleet sales Account Executives on marketing, sales, and pull-through strategies for account penetration success
- Proficiency with developing and delivering sales presentations, to include remote, web-based presentations
- Proficiency with CRM systems – Salesforce.com, etc
- Promotes and sells Protective Coatings and services to the existing key customers and develop new customers
- Handles clients, consultants, specifiers and contractors to bring sales
- Provides customer with products and services to ensure customer satisfaction

## Qualifications for sales executive, senior

- Knowledge of travel industry is desired and previous experience with travel

- 10+ years of strong consultative enterprise software sales experience with a consistent track record of hitting or exceeding quota
- Knowledgeable on selling techniques and negotiation
- Understanding of applicable computer systems, such as Microsoft Office, Lotus Notes is an advantage
- Proficient in Cantonese and Mandarin
- 50% of travelling to China is expected