



# Example of Sales Senior Executive Job Description

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Our innovative and growing company is hiring for a sales senior executive. 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 senior executive

- Taking a proactive sales approach to engage with clients from a consultative standpoint to educate and develop their knowledge and assist in the development of solutions to meet the client's needs
- Generating Growth -- Initiate engagement with targeted accounts
- Lead the qualification process, the Sales Pursuit team's formation, and the engagement with the customer
- Lead the opportunity pursuit, and ensure opportunity strategy development and communication
- Develop and own opportunity strategy, own the close plan, and confirm against customer's buying process
- Lead and orchestrate the proposal and negotiation process
- Engaged during the transition as the customer advocate
- Own the opportunity pursuit plan and develop it with the presales team, from strategic planning to value validation
- Relationship Building -- Establish strong partnerships with key purchasing decision makers, executive sponsors, coaches, and influencers
- Value Validation -- Communicate industry credentials, reference accounts, and demonstrated business value to our customers, identifying new opportunities and creating strong customer references

## Qualifications for sales senior executive

- At least 3 years of technical sales or distributor management experience (gas detection industry preferred)
- Experience of managing Key/Strategic accounts
- Knowledge/Experience in Gas Detection or gas applications preferred
- Driving license for cars
- Local language as necessary for the Zone (Dutch and French)