



Example of Sales Senior Executive Job Description

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Our growing company is hiring for a sales senior executive. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for sales senior executive

- Utilizes knowledge of manager account businesses to identify cross selling opportunities
- Implement the segment based initiatives and selling strategies across Buying Offices
- Identify potential business opportunities and manage initiatives to achieve required business targets
- Build and manage relationship with Buying Offices by leading all customer facing activities
- Partner with the Factory Sales team and other internal cross functional teams by sharing market insights and program knowledge within the segment to capture business opportunities and effectively serve our customers
- Communicate and coordinate with regional counterparts to ensure the alignment and execution of the global account strategy
- Support the RBO (Retailer Brand Owner) Sales team in the forecasting process and prepare monthly reporting
- Coordinate with internal counterparts to resolve issues from Buying Offices
- Responsible for the sales target set for the business
- Service accounts, develop prospects, co-ordinate sales and marketing initiatives, market data collection

Qualifications for sales senior executive

- Minimum of four-year college degree

- Effectively work within a team environment and able to work with cross functional teams (ie
- Monitors business/industry conditions, customer developments and competitive activities
- A Bachelor's degree in Marketing, business, or related field
- May require participation in an industry organization