



Example of Sales Senior Executive Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of 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

- Quickly pick-up and develop leads in your region generated from referral program, including by demonstrating our software system
- Coordinates responses to Requests for Information/Proposal/Quotation/Tender including proof of concept scenarios
- Meets with a range of prospect personas (either individually or leading a team) to understand their purchase decision makers, decision making process criteria, and their needs
- Requires the ability to gain cooperation of others, conduct presentations of technical information concerning specific projects or schedules to senior level management and customers
- Provides value propositions, handles objections, prepares quotes, manages pricing and contract negotiations and closes sales by getting prospects' commitments
- Responsible for individual pipeline and regular internal reporting via our CRM
- Develop market penetration and sales execution strategies to consistently attain and exceed goals
- Direct sales focus to identify and uncover opportunities in the tier 1 banking and tier 2 "money center" banking spaces the Regional and Central Banking sectors
- Prepares and presents internally strategic and detailed penetration action plans at the territory and account level
- Is comfortable in establishing relationships and identifying use cases before

Qualifications for sales senior executive

- Seasoned sales professional with 5+ years of experience selling to Life Sciences, Pharmaceuticals, Medical Supplies, Medical Devices or Biotech products and services companies
- Experience selling to Pharma brand management, marketing or medical education teams desirable
- Positive attitude and ability to work in a team environment are a must
- Motivated self-starter who can work independently from a virtual home office
- Documented track record of meeting and exceeding assigned quotas
- Superior focus on client service, with a passion for helping clients solve their most pressing challenges