



Example of Sales Senior Executive Job Description

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Our company is looking to fill the role of sales senior executive. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales senior executive

- Liaise with the rest of the FT Live team with the FT advertising team and other departments to maximise the opportunities for events sales
- Maintain detailed records of all sales contacts
- Follow the sales process through closing, preparing agreement to working with the rest of the event team on delivering sponsor benefits
- Work across a number of events and projects simultaneously
- Write sponsorship presentations, where required in liaison with Line Manager
- Attend conferences and other FT events to boost contacts and perform other duties (which will include at least one event at a weekend)
- Solving technical issue with the close coordination with the Quality Assurance & Technical Support Team
- Identifies and pursues prospects through various lead generated activities, including tradeshow, direct mailing, advertising, partner and cold-calling on key industry players
- Meets with prospect to understand their purchase decisions, decision making criteria and needs
- Meets and exceeds sales performance

Qualifications for sales senior executive

- Dealing with Master Dealers to achieve the target, Approach to direct potential customers or any other business partners base on advices from Manager, GM, proactively
- Make sales & marketing plans according to the budget and sales target,

- Responsible for representing the Air Compressor and also ICE products to customers and follow up until secure the projects
- Responsible for relate to department marketing activities such as exhibition, advertisement, seminar and others subject to department direction
- Handle customer complaint and maintain good relationship with them
- Bachelor's degree in Mechanical Engineering or International Business filed