



## Example of Strategic Account Executive Job Description

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Our growing company is looking for a strategic account 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 strategic account executive

- Ensure appropriate seasonal product flow by category and by month or launch, to optimize account opportunities
- Understand account competitors and marketplace
- You'll be running a territory in London, top to bottom
- Be a driving force in the success of the company's goals & objectives through achieving & exceeding individual sales quota
- Qualify sales opportunities based on DocuSign's sales methodology & metrics, to include customer fit and success criteria
- Effectively leverage internal resources (Senior Executives, Presales, Professional Services, Legal ) in Sales Campaigns
- Work effective with your peers at DocuSign's key partners to deliver joint value propositions
- Uncover needs and develop relationships with multiple stakeholders within the assigned accounts across the Lines of Business, IT, Procurement and Senior Management
- Consistently seek new business opportunities by presenting, recommending and upsell new DocuSign products, services and partner solutions
- Develops a business plan with Sales Director/Sales Executive detailing activities to be followed during the fiscal year, which will focus the DM on producing or exceeding quota

### Qualifications for strategic account executive

- Bachelor's Degree or equivalent experience in Business Administration
- Strong track record of sales experience within the enterprise technology market
- Ability and commitment to travel extensively
- Strong leadership skills, strong written and verbal communications skills
- Our success is based on our ability to collaborate and it will be expected that you will be an active player within our team