

## **ACCOUNT EXECUTIVE**

Sales Department

JOB TITLE: Account Executive

### **POSITION OVERVIEW**

We are looking for an Account Executive to manage client relationships and drive revenue growth through strategic account management.

### **KEY RESPONSIBILITIES**

- Manage and grow key client accounts
- Develop account strategies and plans
- Conduct sales presentations and negotiations
- Achieve sales targets and quotas
- Collaborate with customer success team

### **REQUIREMENTS**

- 3+ years of B2B sales experience
- Proven track record of meeting sales targets
- Experience with account management
- Strong negotiation and communication skills

### **ESSENTIAL SKILLS**

- Account management and growth
- Sales strategy and execution
- Client relationship building
- Negotiation and closing

### **BENEFITS**

- Competitive base salary + commission
- Performance bonuses