

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