



JOB PROFILE

INKRIPT

DEPARTMENT: SALES

TITLE: Senior Account Executive

JOB PURPOSE:

An account executive works as a liaison between a company and its clients, with the attempt to sell its product while establishing strong and meaningful customer relationships

MAIN DUTIES:

- Establish new accounts by organizing and planning daily work schedule to build on existing or potential sales outlets
- Meeting clients to discuss their needs
- Negotiating with clients, solving any problems and making sure deadlines are met
- Providing professional after-sales support to enhance the customers' dedication
- Negotiating agreements and keep records of sales and data
- Present and sell company products and services to current and potential clients.
- Manage account services through quality checks and other follow-up
- Developing and maintaining customer relations

EXPERIENCE AND EDUCATION:

Bachelor's in Business Administration, Sales or Marketing
Minimum 5 years' experience in sales and customer related activities
Technical Sales skills

CORE COMPETENCIES:

Communication
Skills Negotiation
Persuasive manner
Professional manner

REPORTS TO:

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