



Finding work as an Account Executive

An Accounts executive can be considered as a higher-level member of sales staff. In an organization, account executives have the responsibility of dealing with greater volumes of customers and clients than a normal sales staff. He is responsible for dealing with clients who are important for the development of the organization and he has to train and manage persons who are dedicated to serving the needs of these clients and maintain good relationships with them. He should have a flair for customer relations and should have good customer interaction skills to maintain good relationships with the customers.

The responsibilities of an account executive are highly different in different industries. He will be responsible for providing an ongoing contact with the clients assigned to him, and to ensure that the clients and the company are following the promises in the agreements. He should also make sure that they are providing the clients with what they deserve. He will be responsible for developing and maintaining direct and in-direct sales activities with new clients and coordinate with these clients in terms of legal issues and [pricing details](#) of the products.

He needs to maintain strong relationships with the agencies and direct clients in order to sell additional products to them. He will be responsible to meet and exceed the sales targets expectations at all times. He should implement strategic revenue plans and relationships with new and existing customers. He will be preparing periodic sales reports that show the volume of sales and the expansion of the company's clients. He will represent the company at meetings, trade conferences, and seminars. He should evaluate the current market situations in order to ensure timely adjustment of strategies and plans for the smooth working of the company.

To become a good [accounts executive](#), you need to have high intelligence and need to be business savvy. The mutual understanding of the client management techniques is necessary in order to maintain good relationships with the clients. You need to be customer focused, result oriented and strongly self motivated. You should be able to organize and multitask in a growing environment to meet or to exceed the targets set by your company. You should have outstanding communication skills with presentable attitudes. You should be able to understand the entire set of products that you are dealing with in order to provide the best products to your clients. You should be a high-level seller and a good revenue generator for your company. You should also be able to maintain positive relationships with your seniors in accounts and should practice the habits of reporting to them.

In order to provide a proper client service, you need to have a proper training and credentials in these aspects. You should have gone through professional training in order to provide the clients with a good service. It also ensures that you are fully proficient in buying and selling of products that will enhance the revenue of the company. You should always focus on stocks and investment opportunities that the clients are interested in. Hence, you can maintain a profile chart for each customer, which should specify data about the personal interests of the customers in the products and data about the products already purchased by the customers.

You can develop a relationship with a client in many ways. The company might provide you with a list of customers who are already in business with your company, but for the development of the company, you need to develop relationships with new clients and promote products to them. You can develop your client network first through a positive remark from a current client about you which marks your quality as a good accounts executive. Second, you need to sell a good product which meets the quality requirements of the current clients and which satisfy them. The third thing is to use the traditional methods of selling to attract attention from them.

In some industries, the account executives are not actually involved in basic selling and other forms of direct marketing. Nevertheless, in some industries you as an accounts executive might have a responsibility to engage in direct selling and seeking new customers to your products. A desire to provide excellent customer desire is an essential aspect in order to be a successful account executive. The persons who possess these qualities will be able to serve each customer with a professional grace.

To start up a career as an accounts executive, you require a bachelor's degree or a diploma in Business and marketing management. Excellent oral and verbal communication skills and the ability to communicate with the customers are



Recruiting Career Feature

essential requirements. Some industries also need candidates with some relevant experiences in their fields. For example, to be an accounts executive in security fields, you need to have some knowledge about the security concepts to provide better results to your company.

The account executive field provides you many [career opportunities](#) in a wide range of industries. You can find high paying job openings all over the world for account executives. Average salary of an account executive can range from \$55,000 to \$60,000 dollars. In the U.S., it is reported that

more than 50% of account executives earn up to \$50,000 to \$68,000 dollars, which also depends upon your skills, knowledge and the organization you are working with. It is also difficult to demarcate the salary range for an accounts executive, because it all depends on the environment you are working in and the nature of work you are doing. Different companies provide different responsibilities to their accounts executives. Some may need to establish huge range of new customer relationships and some may require just handling the existing customer relationships.

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