WindsorPatania

Account Executive

Remote Working Opportunity

arb Architects Registration Board RIBA

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Account Executive - Job Description

We are seeking a highly motivated and knowledgeable Account Executive to join our team. The ideal candidate will have expertise in the Architecture and Construction industry and will be responsible for generating new business opportunities. This individual will utilize existing databases and build new contact databases to target potential clients. The Salesperson will also be responsible for handling sales calls and organizing business development meetings with key industry stakeholders and potential clients.

Responsibilities:

- Demonstrate expert knowledge of the Architecture and Construction industry, including understanding market trends, key players, and industry-specific terminology.
- Utilize existing databases and research techniques to identify potential clients and build targeted contact lists for sales outreach.
- Conduct sales calls to prospects, effectively communicate the value proposition of our products or services, and convert leads into opportunities.
- Identify and engage with key decision-makers and stakeholders within the industry to initiate business development meetings.
- Develop and maintain strong relationships with existing clients to maximize customer satisfaction and retention.
- Collaborate with the marketing team to develop and implement effective sales strategies, campaigns, and promotional activities tailored to the Architecture and Construction industry.
- Stay updated on industry developments, competitor activities, and emerging trends to identify potential business opportunities.
- Prepare and present sales proposals, negotiate contracts, and close deals with clients.
- Maintain accurate and up-to-date sales records, including client interactions, sales activities, and revenue forecasts.
- Collaborate with internal teams, such as product development and customer support, to ensure seamless delivery and customer satisfaction.

Requirements:

- Proven track record of success in sales, preferably within the Architecture and Construction industry.
- In-depth knowledge of the Architecture and Construction industry, including market dynamics, industry trends, and key players.
- Excellent communication and interpersonal skills, with the ability to build rapport and establish relationships with clients and stakeholders.
- Strong organizational and time management skills to effectively prioritize and manage multiple sales activities.
- Self-motivated and target-driven, with the ability to work independently and meet or exceed sales targets.
- Demonstrated ability to conduct sales calls, deliver persuasive presentations, and negotiate contracts.
- Proficient in using CRM software and other sales tools to manage leads, track sales activities, and generate reports.
- Willingness to stay updated on industry developments, attend trade shows or conferences, and participate in ongoing professional development.
- Bachelor’s degree in Business, Marketing, or a related field is preferred but not mandatory

Joining our team as a Account Executive in the Architecture and Construction industry presents an exciting opportunity to showcase your expertise, build valuable relationships, and drive business growth. If you are passionate about sales, possess industry knowledge, and enjoy working in a dynamic environment, we look forward to receiving your application.