



Job Description

Job Title:	Account Executive	Grade:	K
Department:	Harris Conference Center	FLSA:	Exempt

The incumbent in this job is expected to assist the College in achieving its vision and mission. Customer focus, college service, and a willingness to assist as needed are expectations for all employees.

General Function:

This position is responsible for generating revenue at the Harris Conference Center (HCC) through direct solicitation and sales activities.

Characteristic, Duties and Responsibilities:

1. Researches, identifies and solicits prospective clients for the Harris Conference Center.
2. Qualifies incoming client inquiries and performs client needs assessments.
3. Makes sales presentations.
4. Writes sales proposals, contracts and other client correspondence.
5. Manages a prospect database.
6. Attends business networking meetings/programs.
7. Makes appropriate referrals to college resources.
8. Conducts client tours of the facility.
9. Responsible for overall guest satisfaction.
10. Perform other duties as assigned by the Executive Director and Associate Director of the Harris Conference Center.

Reporting Relationships:

Direction Received: Associate Director, Harris Conference Center.

Direction Given: No authority or responsibility for the supervision of others, project direction, or program administration.

Minimum Requirements:

Bachelor's degree from an accredited college or university in marketing, management or a closely related field; experience in hospitality or customer service industry and sales experience in a services environment and sales contact management



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Knowledge, Skills, Abilities and Worker Characteristics:

Thorough knowledge of products and services prior to prospecting and presenting the Harris Conference Center to potential clients
General knowledge of the college's policies and procedures
Excellent oral and written communication skills
Active listening and questioning skills
Ability to make sales presentations
Posses a talent and temperament for prospecting
Strong follow-up and organizational skills

Working Conditions:

Typical office environment; infrequently lifting and carrying items up to 10 lbs.; infrequently twisting or bending at the waist or reaching overhead; infrequently traveling between buildings on campus, to other campuses, client's sites, industry events and conferences; frequently listening to and speaking with clients, or other staff members either in person or by telephone; frequently sitting at a desk or workstation using a computer display, keyboard, and mouse; works flexible schedule with weekend and evening hours