

Account Executive

We are looking for experienced Account Executives to aggressively sell our services and solutions to Fortune 1000 prospects.

Core Responsibilities

Lead generation, prospecting, qualification and closing new customers
Managing existing customer relationships through the sales process
Attending and participating in trade shows
Preparing and presenting product presentations
Preparing sales proposals and RFP responses
Identifying and implementing innovative business development and sales strategies
Preparing forecast and pipeline reporting and communicating client/market needs

Required Skills

- Proven track record of success selling application solutions and service
- 5+ years of telecom/software/technology sales experience (telecom background preferred)
- Ability to sell large ticket solutions (\$1M+ revenue deals)
- Ability to travel at least 50% of the time.
- Good writing skills and proficiently with MS Word, PowerPoint, and Excel
- Good verbal communications skills and ability to work as a part of a team.
- Ability to present suite of services to C level individuals
- Four year business/marketing/technical college degree required
- MBA or Masters in a related field a plus