



Position Available: ACCOUNT EXECUTIVE

Job Purpose:

The Account Executive (AE) is responsible for identifying and selling to small to medium size business that will benefit from the services we provide. The AE is responsible for interviewing key personnel to understand their current wireless situation and help identify potential voice, data, and GPS solutions to their business issues. From this information the AE will perform an analysis to determine which carrier or carriers best align with the customer's needs and make a recommendation. The AE will be responsible for building long-term relationships with their customers to ensure they are able to take advantage of the best the industry has to offer both now and in the future.

Job Responsibilities:

- Consistently meet/exceed voice/data quota targets and goals
- Utilize solution selling techniques to maximize the business relationship and opportunity with customers
- Responsible for new business, account penetration, and retention within their assigned account list and territory
- Proactively seeks opportunities to sell complex data solutions to existing and new customers across multiple locations
- Effectively plan and manage assigned accounts to maximize potential and to ensure customer satisfaction and retention
- Identify voice, data, and/or GPS needs through thorough understanding of customer business operations and effectively develop comprehensive solutions to meet customer needs
- Gain new customers through incorporating all applicable sales stimulation strategies, programs, and other targeting contacts, e.g. cold calling and prospecting
- Prepare and present professional corporate business proposals and presentations to corporate business customers
- Maintain frequent and personal contact with existing business customers to build strong relationships
- Set/develop proper customer expectations
- Stay current and maintain a broad knowledge of wireless coverage maps, rate plans, complex products and services, and selling skills
- Maintain a professional image and work environment
- Ensure positive and professional interaction with internal and external customers on issues
- Handle and resolve escalated customer issues
- Submit daily/weekly call reports and sales forecast
- Attend all required sales meetings and training sessions
- Perform other duties as assigned

Qualifications:

- Business Degree (Marketing major preferred) and/or equivalent work experience
- 1-2 years successful sales experience with a proven record of accomplishment in meeting quota and solution selling/account management
- Proven ability to use a solutions-based selling approach
- Experience selling in a cold calling environment
- Excellent verbal, written, presentation and interpersonal skills
- Strong organizational and time management skills
- Strong negotiation skills, confident and aggressively seeks new business
- Flexible team-oriented individual

- Ability to work successfully in a virtual environment
- Decision making and problem solving capabilities
- Ability to present professional image of self and Company
- Experience in handling customer inquiries and ability to handle difficult customers professionally
- Personal commitment to provide quality products and service
- Ability to use Microsoft Outlook, Microsoft Word, and Microsoft Excel software as well as other computer software packages as required
- Ability to learn Goldmine contact management software
- Valid driver's license, current auto insurance, and reliable vehicle

Compensation:

- Base pay to start plus commission. Earnings potential \$100K.
- Benefits package

Interested applicants should submit resume to:

By mail:

Business Cellutions
Attn: Account Executive Position
6767 South Spruce Street, Suite 205
Centennial, CO 80112

Or by email:

opportunity@businesscellutions.com