

JOB TITLE: ACCOUNT EXECUTIVE

DEPARTMENT: SALES

REPORTS TO: WESTERN SALES DIRECTOR

JOB DESCRIPTION

ESSENTIAL FUNCTIONS AND RESPONSIBILITIES

The Account Executive:

- Generates new business through prospecting and self-generated leads
- Contacts prospective customers through company-generated leads
- Represents the company in a professional manner
- Represents company at local and regional trade shows
- Recommends solutions to meet customer needs
- Calls on customers to establish long-term relationships and create repeat business
- Grows existing customer base by offering additional value added products

REQUIREMENTS

- Minimum 3 yrs proven successful sales experience
- Minimum 3 yrs Telecommunications and Colocation sales experience
- Bachelor's degree (or relevant experience)
- Self-motivated, ambitious, and goal-oriented
- Entrepreneurial spirit
- Excellent verbal and written communication skills required
- Excellent presentation skills required
- Business acumen
- Ability to travel occasionally within US and Canada
- Proven track record of high level customer relationship building