

## **Telecom Major Account Executive**

### **GENERAL SUMMARY:**

Achieves maximum sales profitability, growth and account penetration within an assigned territory and/or market segment by effectively selling the company's products and/or related services. Personally contacts and secures new business accounts/customers.

### **CORE RESPONSIBILITIES:**

- Promotes/sells/secures orders from existing and prospective customers through a relationship-based approach
- Manages order from prospect to billing.
- Demonstrates products and services to existing/potential customers and assists them in selecting those best suited to their needs.

### **DETAILS OF RESPONSIBILITIES:**

- Integrity to build relationships and provide solutions to customer needs
- Establishes, develops and maintains business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for the organization's products and services.
- Makes telephone calls and in-person visits to existing and prospective customers.
- Develops clear and effective written proposals/quotation for current and prospective customers.
- Coordinates sales effort with, sales management, marketing, accounting, logistics and technical service groups.
- Analyzes the territory/market's potential and determines the value of existing and prospective customer's value to the organization.
- Identifies advantages and compares organization's products/services.
- Plans and organizes personal sales strategy by maximizing the Return on Investment (ROI) for the territory/segment.
- Supplies management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.

### **REPORTING:**

- Reports directly to the Director of Business Development

### **QUALIFICATIONS:**

- 2-5 years' experience in the telecom sector is a plus.
- High-energy team environment, competitive drive to exceed sales goals
- Demonstrated aptitude for problem-solving; ability to determine solutions for customers (consultative sales approach).
- Must be results-orientated and able to work both independently and within a team environment.
- Must possess excellent verbal and written communication skills and proficiency in using Microsoft Office Suite applications.
- Valid driver's license.