



## **Business Sales / Account Executive – Wichita Falls, TX**

Build market position by locating, developing, defining, negotiating, and closing business relationships. Identify, contact and build relationships with prospective customers through a combination of telephone and in-person cold calls, networking and referrals to obtain appointments.

### **Requirements**

- Sell telecommunication products and services to businesses in the assigned territory
  - Internet
  - Telephone
  - Television
  - Cabling
  - Computer Networking
  - Network Management
  - Wireless Access points
  - Phone systems
  - Security systems and Cameras
  - Controlled Access
- Build market presence to be the dominant service provider in the area
- Identify and develop key relationships with customers and community leaders
- Utilize our CRM platform and other computer applications
- Produce and deliver quotes
- Expense management
- After hour events and community engagement
- Work with both internal and external customers
- Stay informed of the ever-changing telecommunications industry
- Be aware of and study competitors
- Territory management
- Achieve Monthly objectives of both equipment sales and services
- Work with a team spirit and an entrepreneurial attitude
- Very organized individual
- Occasional Travel Required

### **Experience**

- College Degree Preferred
- Sales experience Preferred
- Telecommunications Knowledge is a plus

*Email Resume and Application to [jobs@srcaccess.net](mailto:jobs@srcaccess.net)*

---

Vernon  
7110 US Hwy 287 E  
Vernon, TX 76384  
(888)-886-2217

Haskell  
113 N Ave D  
Haskell, TX 79521  
(888)-863-1125

Seymour  
310 W California  
Seymour, TX 76380  
(877)-889-1125

Childress  
903 Avenue F NW  
Childress, TX 79201  
855-938-7500

Wichita Falls  
4210 Kell West Blvd  
Wichita Falls, TX 76309  
(888)-886-2217