



Business Sales / Account Executive – Seymour & Haskell, TX Areas

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
 - Television
 - Computer Networking
 - Wireless Access points
 - Security systems and Cameras
 - Telephone
 - Cabling
 - Network Management
 - Phone systems
 - 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

Competitive Salary, Commission and Benefits

Please email resume and job application to Jobs@santarosafiber.com
