



ACCOUNT EXECUTIVE

Location: Bethel/Dallas/Jacksonville/Phoenix/Maryland

DESCRIPTION

This position is responsible for developing, expanding and coordinating new and existing business accounts.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Develop and qualify leads
- Phone prospect
- Set up appointments
- Prepare and present sales proposals
- Close deals
- Ensure customer needs are identified and met in line with agreed service standards
- Maintain database of active and inactive customers
- Manage ongoing sales pipeline to ensure business objectives are being met
- Other duties as assigned

JOB REQUIREMENTS

- Bachelor's Degree
- 5+ years sales experience in the Communications industry
- Excellent communication and customer service skills
- Strong organization skills
- Ability to work independently and as a team player
- Ability to work in a fast paced environment with quotas and goals
- Strong attention to details
- Excellent time management skills
- Excellent oral and written communication skills
- Ability to travel
- Ability to prioritize tasks and meet deadlines
- Ability to maintain confidential information
- Ability to lift and/or move up to 10 pounds
- The worker is subject to inside and outside environmental conditions.

THE RIGHT CHOICE TO CONNECT YOUR BUSINESS

ComNet Communications LLC – 1 Park Ridge Road, Suite 9, Bethel CT 06801 | 203-794-8040

www.comnetcomm.com