

Broadband Account Executive

Company:

TeleSpectra LLC is a rapidly expanding privately held company located in the Southwestern U.S. (Headquartered in Scottsdale, AZ) that delivers High Speed IP Broadband business applications and Carrier Grade connectivity to Businesses, Broadcast Media, Wireless Providers and Government accounts.

Job Description:

The Broadband Account Executive (BAE) will be part of a winning sales team accountable for the acquisition of new business in the Enterprise Accounts Market throughout the greater Phoenix/Scottsdale Metro area and will be a key player in strategically selling a full product line portfolio of High Speed Broadband and Enhanced IP services. The BAE will create and provide complex Broadband IP solutions to various levels of business accounts. The BAE candidate requires great acumen in understanding each enterprise prospect's unique business drivers, and consequently, adapting TeleSpectra's value proposition to each situation.

Key Responsibilities:

1. Understand TeleSpectra's product strengths, functionality, positioning, and competition – and adapt that understanding to our customers' specific requirements.
2. Negotiate/Close contracts and provide all of the necessary follow-up for your customers, right on through to installation.
3. Over-Achieve monthly quota.
4. Hunter mentality with excellent closing skills.
5. Maintain accurate and complete data and create reports in current database and other CRM software tools.
6. Create cohesive team strategy with other BAE's and departments within TeleSpectra.

Qualifications:

1. Proven track record of achieving aggressive established targets or quotas message to targeted enterprise customer within the Greater Scottsdale area (and potentially beyond).
2. Minimum of 2 years experience in outside sales with experience in cold calling and prospecting directly to enterprise/business customers (SME).
3. Excellent communication, presentation and interpersonal skills.
4. Experience with selling Internet Services and/or Local Telco Services is highly preferred.
5. Professional, well organized and highly motivated to overachieve goals.
6. Completion of formal sales training programs helpful.
7. Bachelor's degree or equivalent experience preferred.
8. US Citizenship or Permanent Residency required.