



JOB DESCRIPTION

Account Executive (Sales-Hunter)

COMPENSATION PLAN

\$80K-\$175K OTE Salary + Commission Package

GENERAL PURPOSE

FiberFirst is a facilities-based Internet, data and voice communications provider that specializes in reliable, cost-effective fiber connections for businesses as well as residential communities. Headquartered in Keller, Texas, the company's local network presence spans metropolitan areas including, Dallas, Fort Worth, and Austin. FiberFirst is looking for top sales performers, who are ready to contribute within a fun, high growth, and dynamic environment.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- The Account Executive will actively pursue revenue objectives generated from selling FiberFirst services to their defined user base of small, medium and enterprise size businesses.
- The Account Executive will maintain high levels of professionalism as representatives of FiberFirst to the business community during all phases of customer contact from pre-sales activity to post-sales account management.
- The Account Executive will prospect for new business and sales opportunities through cold and warm lead generation.
- The Account Executive will conduct sales presentations demonstrating FiberFirst solutions to meet customer's specific telecommunications needs.
- The Account Executive will be responsible for meeting or exceeding monthly sales objectives.
- The Account Executive will provide customers with the highest standard of customer service throughout the sales cycle.

EDUCATION AND EXPERIENCE

- HS diploma with some college.
- Must have a clean DMV with a maximum of 3 points
- No DUIs within the past 3 years
- 2 years sales experience
- 1 year telecommunications experience

NECESSARY KNOWLEDGE, SKILLS, AND ABILITIES

- Excellent oral, written, time management and presentation skills.
- Ability to persuade or influence individuals using oral communication skills.
- Must be capable of balance between fulfilling customer's needs and meeting company expectations and targets.
- Knowledge of CRM, computer and word processing systems and programs.
- A thorough understanding of business relationship fundamentals with emphasis on customer interaction, problem identification and resolution.
- Excellent Communications skills and ability to interact with many different levels of personnel, including management, administrative and technical.
- Demonstrated ability to rapidly grasp customer concerns/issues and show multi-task organization

- Highly motivated self-starter with good organizational skills and follow-up.
- Demonstrate the ability to work independently and effectively

SPECIAL REQUIREMENTS

Will be required to drive for customer prospecting and appointments (80% of job).

- Valid Driver's License
- Must have a clean DMV with a maximum of 3 points on driving record
- No DUIs within the past 3 years

TOOLS AND EQUIPMENT USED

- Personal computer, including word-processing, database, and spreadsheet programs; calculator, telephone, copy and fax machine.

PHYSICAL DEMANDS

- The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- While performing the duties of this job, the employee is frequently required to sit and talk or hear. The employee is occasionally required to walk; use hands to finger, handle, or feel objects, tools, or controls; and reach with hands and arms.
- The employee must occasionally lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision and the ability to adjust focus.

WORK ENVIRONMENT

- The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- The noise level in the work environment is usually high energy.