



### **Account Executive - Telecommunications**

Auburn Hills, MI

Full-time

Salary plus commissions

Benefits

Paid Vacation

Techmode is searching for an Account Executive with 2+ years of business-to-business sales experience in the Telecommunications industry. We are seeking a sales professional that has successfully prospected, developed and maintained accounts in a business to business selling environment.

#### **Core Competencies:**

These are personal traits that will best help the Sales Representative to successfully perform the essential functions of the job.

- Judgment and Decision Making skills.
- Initiative - You're eager to take on responsibilities and challenges.
- Dependability - You must be reliable, responsible and dependable.
- You have a spectacular attention to detail.
- Candidates must have a sense of humor while being disciplined.

#### **Duties include:**

- Represent Techmode's entire product portfolio.
- Constantly maintaining a solid understanding of all the major product groups and applications, along with adapting as Techmode enhances their portfolio.
- Thorough knowledge of telecommunication products and services (such as Cloud, VOIP, MPLS, and SIP), as well as how to overcome objections with knowledge of competitor platforms/costs.
- Create, manage and operate a funnel of leads and opportunities.
- Identify opportunities and take action to build strategic relationships that will bring in sales over an expanded sales cycle.
- Strategically manage and build a client database that blends with our sales technology.

#### **Required Knowledge, Skills or Abilities / Qualifications of the Sales Representative:**

- Experience and understanding of product positioning, promotions, and distribution is an asset.
- Previous sales, networking and marketing experience is an asset.
- Experience in a customer focused / sales / customer satisfaction / customer support environment is preferred.
- Should be a proactive self-starter with the ability to work independently and a strong ability to set priorities, solve problems, and be resourceful under pressure.
- Outstanding verbal communication skills and ability to adapt to a variety of people.
- Positive attitude; win-win mentality.

- Minimum of 2 years of high tech sales experience selling IT services or telecommunications product.
- Strong negotiator with the track record of constantly progressing within a sales organization
- Proven ability to consistently meet and exceed sales goals / quota on a regular basis.
- Being comfortable with talking technology with a small business executive, a CIO/CTO, as well as cost with a CFO/CEO.
- High level of general business knowledge/business savvy.
- Self-motivated, pro-active, results-oriented professional with an ability to work with minimum direction.
- Ability to work independently and think on one's feet on a daily basis.
- Creative and innovative with an ability to think and solve problems strategically.
- Successfully closed large deals in a complex selling environment in the Telecommunications space.
- Experience developing complex proposals or RFP responses.
- Preferred experience selling IP, data, and voice network services.
- Proven experience hunting, prospecting, and new account development.
- Proficient in MS office products: Outlook, Word, Excel and PowerPoint.

Please email resume to:

[nhoxsey@techmode.com](mailto:nhoxsey@techmode.com)