

# ACCOUNT EXECUTIVE



APX Net is a leading data communications service provider located in Southern Maine. We offer the latest in fiber optic products to enterprise and wholesale customers nationwide.

The Account Executive is responsible for identifying, developing and growing APX Net direct sales. Nationwide sales territory available.

## Responsibilities

- Develop target lists across multiple market segments and regions
- Map out fiber opportunities near existing APX Net customers
- Identify top decision makers involved in the purchasing of data services
- Contact executives and promote APX Net products
- Develop a dialogue strategy that produces results
- Nurture prospects to keep pipeline active through email, phone follow up, direct mail
- Demonstrate a high level of activity and urgency to meet and exceed all sales targets
- Actively listen to prospects by using consultative sales methods to fully understand their business, uncover problems, and identify impact areas where our solution can help
- Assist with designing solutions by engaging with vendors and suppliers
- Participate on prospect presentation calls
- Organize solution development efforts that best address customer needs while collaborating with APX Net internal team
- Review incoming orders for completeness and accuracy and follow up to ensure the proper setup
- Attend events as needed to network and grow direct sales channel
- Input data into CRM system, contacts, company information, conversation details, quotes, etc

## Desired Skills and Experience

- Minimum of 2 years direct sales experience in telecom (Cable and CLEC preferred)
- Strong self-management skills
- Results-oriented, competitive, positive, outgoing, adaptable, ambitious
- Excellent verbal and written communication skills
- Effective presentation skills on the phone and face to face
- Computer proficiency: MS Office Word, Excel, Outlook

**Job Type: Full-time**