



## Account Executive

### Experience:

- 4 year college degree
- 2+ years of successful outside sales experience in a solutions sales environment preferably in business to business Technology sales

### Skills:

- Outstanding relationship building skills.
- Excellent communication skills, verbal and written including report writing.
- Working knowledge of MS Word, Excel, Visio, and PowerPoint.
- Strong understanding of sales cycles.
- Ability to build lead sources and maintain strong pipeline of prospects.
- Have a "whatever it takes to win" competitive attitude.
- An unwavering commitment to the customer and to your team.
- Strong entrepreneurial spirit

You are a go-getter with a highly driven mindset to get the job done. As an Account Executive, you will meet and exceed your assigned revenue quota objective on a monthly basis. The sales team pushes each other to reach their individual and team goals to drive sales for Powernet and support and promote the mission, values and principles of the company. You have a great sense of competitive energy which makes you highly motivated for each and every call, big or small. If you think you fit the description, send us a resume today!

In this role, you are required to aggressively prospect in your assigned territory through telephone, on-site and other new customer acquisition methods as defined by your immediate supervisor. You will be required to submit timely and accurate forecast and sales activity reports. You will perform market research and analysis such as competitive and customer analysis, sales trends, customer and category trends, etc. to determine category/customer strategy to promote the growth and wellness of the sales department with the entire team. You'll effectively create/develop strategic selling plans, and presentations based on research and experience. The ideal candidate will be comfortable working collaboratively with network, marketing and sales in the launch and follow up of products.

This direct sales position is responsible for solutions based sales of all Powernet products including, IT Managed Services, IT Infrastructure, Network Security Products and Services, Hosted & Premise IP PBX, SIP trunking, Wireless and the full suite of Powernet's enterprise solutions to SMB and SME clients in the Orlando & Central Florida markets.

### **More of what we are looking for:**

- Meet and exceed new customer revenue quota on a monthly/quarterly basis through direct sales initiatives.
- Effectively Communicate customer needs and work with product developers to ensure products meet customer requirements.
- Proposal generation and presentation to prospective customers.
- Grow next generation product sales for Powernet.
- Have a passion for advanced technology and consulting selling approach.

This position entails collaboration, critical thinking, relationship-building, and competition – challenge yourself and build upon your professional development in the field of sales. This is a chance to truly exercise your talents as a salesperson and you'll have plenty of support along the way. Our company culture at Powernet encourages hard work but allows flexibility in a casual work environment that values each other's success. Not to mention, we were named one of Cincinnati's Top Workplaces this year!

Think you have what it takes? We'd love to hear from you!

**To Apply, visit: <https://powernetco.com/careers>**