



ASSOCIATE ACCOUNT EXECUTIVE

COMPANY/INDUSTRY: Confidential/Wireless

Location: Multiple in New York State Posting Date: January 4, 2023

Our client is synonymous with innovation—and you could be part of the team that disrupted an entire industry!

Come build stellar relationships with customers as you offer them the company's unparalleled product and service line. This is a true hunter role! We're looking for goal-oriented, persistent, outstanding sales professionals to bring our products and services to underserved markets.

In the Associate Account Executive role, you'll target regional and local city government entities in smaller markets across the US and recommend solutions by suggesting service plans, data, and other improved services, and effectively mediate discussions and close business. This job is a vital first step in career progression to sell for the Government Division in smaller, rural markets or emerging markets with 600MHz coverage.

WHAT YOU'LL BE DOING:

- Interact directly with internal partners within the department and throughout the enterprise to build a successful network of internal advocates to support continuity and growth within the Public Sector.
- Document sales activities using our CRM platform to prioritize territory.
- Prospect and sell the company's services to new government customers to include cities, libraries, police departments, and government funded nonprofits.
- Develop community relations in areas where the company has never had a government presence.
- Implement and maintain an effective referral network and call program to promote sales.
- Support team initiatives and creates an inclusive environment.

BASIC QUALIFICATIONS:*

- High School Diploma or GED
- Minimum of 3 years' direct sales experience
- Experienced in prospecting, setting appointments, growing market share
- Responsible for developing profitable new business account relationships and growing profitability from existing accounts
- Proven experience in handling large and sophisticated accounts and working directly with clients at the senior management level
- Responsible for selling products and services to highly sensitive and significant accounts. Exercises an excellent deal of judgment and has decision-making authority that can have a significant impact on the business unit
- Requires regular travel, office location (home based or corporate site) within territory, and meeting with clients and prospects
- Experience selling prepaid products within the public sector is a plus
- Legally authorized to work in the United States
- A valid license, a clean driving record, and proof of insurance at your own cost is required

**Please note that the company requires all employees in this position to be fully vaccinated for COVID-19 prior to starting work, unless precluded from doing so by applicable law.*

Contact us: info@averymadisson.com

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PREFERRED QUALIFICATIONS:

- Bachelor's Degree
- Selling a technical product or service

WHAT YOU'LL GET:

Competitive Salary
Competitive Benefits

The company is an Equal Opportunity Employer. All decisions concerning the employment relationship will be made without regard to age, race, ethnicity, color, religion, creed, sex, sexual orientation, gender identity or expression, national origin, religious affiliation, marital status, citizenship status, veteran status, the presence of any physical or mental disability, or any other status or characteristic protected by federal, state, or local law. Discrimination, retaliation or harassment based upon any of these factors is wholly inconsistent with how we do business and will not be tolerated.

Talent comes in all forms at our company. If you are an individual with a disability and need reasonable accommodation at any point in the application or interview process.