



## Account Executive (Columbus, OH)

### **We meet at last!**

Do you have a “whatever it takes to win” competitive attitude and strong entrepreneurial spirit? Are you a go-getter with a highly driven mindset to get the job done? Great! Your working knowledge of MS Word, Excel, Visio, and Powerpoint are on point. You have a great sense of competitive energy which makes you highly motivated for each and every call, big or small. Wow! It sounds like you would be a great fit at Powernet.

### **Expectations**

We are looking for an “Account Executive,” which is corporate speak for an unwavering commitment to the customer and to your team, outstanding relationship building skills, and the ability to think quickly and outside of the box. We desire someone who meets and exceeds new customer revenue quota on a monthly basis through direct sales initiatives. Also, someone who can effectively communicate customer needs and work with product developers to insure products meet customer requirements. For this position we require a Bachelor’s degree and 2+ years of successful outside sales experience in a solution sales environment preferably in business to business Technology sales, who has excellent communication skills, verbal and written including report writing.

### **What you will be doing?**

This direct sales position will work remote and is responsible for solutions based sales of all Powernet products including, Hosted IP PBX, Premise based PBX, SIP trunking, wireless and the full suite of Powernet’s enterprise solutions to SMB and SME clients in the area. Projects you’ll be involved in out of the gate include:

- Proposal generation and presentation to prospective customers.
- Grow next generation product sales for Powernet.
- Drive all channel business from contract negotiation to sales.
- Submit timely and accurate forecast and sales activity reports.
- Effectively create/develop strategic selling plans, and presentations based on research and experience.

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 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. The ideal candidate will be comfortable working collaboratively with network, marketing and sales in the launch and follow up of products.

\*NOTE: This is a telecommute position

### **What’s in it for you? Opportunity!**

At Powernet, there is ample opportunity for growth. If you're as awesome as we hope you are, we definitely want to keep you on the team.

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