

Title: Account Executive CPE
Department: Outside Sales
Date:

Position Summary:

In this sales position, the candidate must have the ability to generate and close leads throughout New England selling Avaya telephone systems, structured cabling, broadband and all the other service offerings of USTeleCenters' and our strategic partners.

Principal Duties and Responsibilities:

- > Self-generate leads and follow up on internal leads related to sales of the Avaya IP Office Communication System as well as other associated products and services.
- > Present accurate quotes to small-to-medium sized businesses regarding telephone system installations, structured cabling and all other USTeleCenters product lines.
- > Responsible and accountable for sales forecasts.
- > Communicate sales efforts and activity levels to senior management through reports, meetings and presentations.

Necessary Knowledge and Skills:

- > Experience selling technology to businesses as either an inside or outside sales representative is preferred, but not required.
- > Exceptional interpersonal, verbal and written communications skills.
- > Ability to organize and prioritize responsibilities while working with minimal supervision.
- > Quality business development and administrative experience.
- > Ability to develop and manage existing customer base while continually expanding that base with qualified accounts.
- > Ability to consistently meet or exceed monthly sales revenue requirements.
- > Computer literate and able to perform basic office functions.

Requirements:

Must be professional, outgoing, and a self-starter who is willing to work on a base salary plus commissions pay structure. Must have own automobile and a valid drivers license.

USTeleCenters offers a full benefits package including health insurance, paid vacation and sick time, 401(k) with profit sharing plan plus paid holidays.

Depending on experience and sales ability, an account executive at USTeleCenters should expect to make at least \$75K the first year and over \$100K the second year. We are only looking for candidates who are motivated, well spoken and are driven to succeed. We are willing to train the right candidates with minimal sales experience.