



**WEBCO HR, Inc.**

Let Experience be Your Guide

## **ACCOUNT EXECUTIVE STATE GOVERNMENT – PORTLAND, OREGON**

**WEBCO HR, Inc.** is seeking a Account Executive State Government for one of our clients located in Portland, Oregon.

### **SUMMARY:**

The State Government Account Executive position focuses on the customer life cycle, supporting the growth of State and Local State Government. The primary responsibilities are to sell to State and Local accounts, renew contracts, increase customer satisfaction, and improve revenue while driving customer retention activity. This is a new business development role, prospecting and hunting for new business.

As a State Government Account Executive, your performance is evaluated on your ability to meet sales expectations and maintain a high level of job performance through a variety of metrics focused on building the business. The quality and method of work must be consistently completed in accordance with T-Mobile's core values.

### **RESPONSIBILITIES:**

- **New Sales activities:** Utilize contact list to call leads to generate sales opportunities. Exceed monthly sales, renewal, and churn target goals. Welcome customers to T-Mobile and review service agreement, answer questions regarding service, and probe for additional business. Sustain monthly call goals as expectations dictate. This is a new business development role, prospecting and hunting for new business.
- **Account Management and Maintenance Activities:** Establish and cultivate customer relationships to drive sales and increase customer base. Complete Customer account maintenance resulting from account reviews. Provide account analysis to determine up-sell and renewal offers. Monitor and resolve customer issues. Track individual account activity and results.
- **Extensive data entry, system navigation, and utilization required, including independent analysis and decision making related to information.** Accuracy and efficiency in data entry required.
- **Successfully completes continuous training to maintain knowledge of products, services, and sales approaches.** Uses automated knowledge system, as well as any training tools provided to deliver exceptional service to meet T-Mobile's productivity and quality standards.
- **Attains productivity and sales goals based on targeted metrics.** Meets/exceeds all departmental goals and business objectives.
- **Demonstrates positive and cooperative behavior with customers and coworkers.** Demonstrates personal leadership in consistently maintaining high standards for ethical and professional conduct.
- **Disburses adjustments and credits as appropriate within established limits and criteria.**

## **REQUIREMENTS:**

- Bachelor's Degree preferred.
- 2+ years Selling to State Government accounts strongly preferred, at minimum must have previous Government Sales experience.
- 2+ years Business Sales Experience is required.
- 2+ years wireless, telecom or technical sales experience preferred, not required.

## **Minimum Qualification**

- At least 18 years of age.
- Legally authorized to work in the United States.
- High School Diploma or GED.
- A valid license, a clean driving record, and proof of insurance at your own cost is required

Our client 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. The CDC currently defines "fully vaccinated" as two weeks after the second dose for Pfizer and Moderna, and two weeks after the single dose of Johnson & Johnson. T-Mobile will require proof of vaccination prior to successful applicant's first day of work, and will consider requests for exemption from this requirement during the offer phase (1) as a reasonable accommodation for medical reasons or sincerely held religious beliefs where the accommodation would not cause T-Mobile undue hardship or pose a direct threat to the health and safety of others, or (2) for other reasons under applicable law.

## **COMPENSATION:**

- Base Salary
- Full Benefits

## **THE COMPANY:**

Our client is redefining the way consumers and businesses buy wireless services through leading product and service innovation. The Company's advanced nationwide 4G and 5G LTE networks deliver outstanding wireless experiences to 69.6 million customers who are unwilling to compromise on quality and value. Based in Bellevue, Washington, they provide services through its subsidiaries and operates its flagship brands.

**WEBCO HR, Inc.** is an Equal Opportunity Employer

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