



**WEBCO HR, Inc.**

Let Experience be Your Guide

**ASSOCIATE ACCOUNT EXECUTIVE, GOVERNMENT – DES MOINES, IOWA**

**WEBCO HR, Inc.** is seeking an Accountant III for one of our clients located in Des Moines, Iowa.

**RESPONSIBILITIES:**

- Responsible for developing profitable new business account relationships and growing profitability from existing accounts.
- Responsible for selling products and services to highly sensitive and meaningful accounts. Exercises a phenomenal deal of judgment and has decision-making authority that can have a significant impact on the business unit.
- Collaborate with internal partners within Government 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 our wireless services to new government customers to include cities, libraries, police departments, and government funded nonprofits.
- Develop community relations in areas where our company has never had a government presence.
- Implement and maintain an effective referral network and call program to promote sales.

**REQUIREMENTS:**

- Bachelor's Degree Preferred.
- 3 - 5 years direct sales experience preferred.
- Work well individually as well as with a team.
- Proven experience in handling large and complex accounts and working directly with clients at the senior management level.
- 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

**COMPENSATION:**

- Base Salary
- Commission
- 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

**[APPLY](#)**