



**WEBCO HR, Inc.**

Let Experience be Your Guide

## **GOVERNMENT ACCOUNT EXECUTIVE – FRESNO, CALIFORNIA**

**WEBCO HR, Inc.** is seeking a Government Account Executive for one of our clients located in Fresno, California.

### **SUMMARY:**

The Government Account Executive position focuses on the customer life cycle, supporting the growth of State and Local Government. The primary responsibilities are to sell to State and Local accounts, renew contracts, increase customer happiness, and improve revenue while driving customer retention activity. As an 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 the company's core values.

### **RESPONSIBILITIES:**

Account Executive, Government focuses on New Sales activities: Utilize contact list to call leads to generate sales opportunities. Exceed monthly sales, renewal, and churn target goals. Welcome customers to the company and review service agreement, answer questions regarding service, and probe for additional business. Sustain monthly call goals as expectations dictate.

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. Supervise and resolve customer issues. Track individual account activity and results.

- Daily CRM activities: Extensive data entry, system navigation, and utilization required, including independent analysis and sophisticated 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 outstanding service to meet the company's efficiency and quality standards.
- Attains productivity and sales goals based on targeted metrics. Meets/exceeds all departmental goals and business objectives.
- Demonstrates positive and coordinated behavior with customers and coworkers. Demonstrates personal leadership inconsistently maintaining high standards for ethical and professional conduct.
- Disburses adjustments and credits as appropriate within established limits and criteria.
- Supports team initiatives and creates an inclusive environment.
- Ability to lead cross-functional teams in complex selling opportunities.
- Consistently manages multiple customers sales processes simultaneously.
- Possess strong organizational skills.

- Strong presentation and public speaking skills.
- Also responsible for other Duties/Projects as assigned by business management as needed.

### **REQUIREMENTS:**

- Bachelor's Degree preferred.
- 4+ years' experience selling to Government (State And Local) accounts preferred.
- 4+ years' business sales experience, Enterprise Sales preferred.
- CRM, MS Office.
- Previous Wireless or Telecom experience preferred

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. 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. The company 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 the company 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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