



WEBCO HR, Inc.

Let Experience be Your Guide

ACCOUNT EXECUTIVE SMB SALES – CONCORD, CALIFORNIA

WEBCO HR, Inc. is seeking an Account Executive SMB Sales for one of our clients located in Concord, California.

SUMMARY:

Serious ambition welcome. Come build stellar relationships with customers as you offer them the company's unparalleled product and service line. This is a true hunter role! We're looking for results-oriented, persistent, outstanding sales professionals to bring our products and services to underserved markets. In the process, we can turn the wireless industry on its head, un-limit what customers expect, and ignite your true potential.

This role will meet and exceed monthly sales quota objectives by successfully acquiring accounts within an assigned geographic territory. Incumbent will sell products, services and solutions to gain new business through prospecting, cold-calling, networking and generating leads and referrals. Incumbent will analyze customer needs and utilize solution-based selling techniques to demonstrate the value of company products and services. Tailor customer recommendations to negotiate and close business.

RESPONSIBILITIES:

- Under sales manager supervision, generates leads and referrals through prospecting, cold calling and networking.
- Identify customer needs and utilize solution-based selling techniques to fully demonstrate the value of company products and services. Recommend wireless solutions with regard to price plans, data and other enhanced services, handsets and accessories.
- Negotiate and close deals.
- Work with leadership to develop skills in prospecting, call execution and relationship management. Participate in training opportunities on products and services and attend sales meetings.
- Devise creative and effective sales approaches, solutions and proposals.
- Fully utilize all sales force automation, funnel management and prospecting tools. Manage sales funnel and generate reporting on sales activities and forecasting.
- Also responsible for other Duties/Projects as assigned by business management as needed

REQUIREMENTS:

- High School Diploma/GED required.
- Bachelor's Degree preferred.
- 1+ years verifiable new customer acquisition sales experience, preferably within a commissioned environment Required.

- Task Management Ability to work well in a dynamic, fast changing environment that requires a high degree of multi-tasking.
- Customer Service Demonstrated experience delivering superior customer service and attention to detail.
- Communication Excellent interpersonal, written, and oral communication skills.
- Negotiation Effective negotiating and closing skills.
- Proposal Writing Experience preparing, delivering, and following-up on product/service proposals and pricing quotations.
- At least 18 years of age.

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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