



**WEBCO HR, Inc.**

Let Experience be Your Guide

**GOVERNMENT ACCOUNT EXECUTIVE HIGHER EDUCATION – TEMPE,  
ARIZONA**

**WEBCO HR, Inc.** is seeking a Government Account Executive Higher Education for one of our clients located in Tempe, Arizona.

**SUMMARY:**

As a Higher Education 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. To be successful in this role, you must leverage your ability to sell at the C-suite level, and build solid executive relationships based on trust and expertise in the higher education vertical.

The Government Account Executive, Higher Education focuses on the customer life cycle, supporting the growth of Public Higher Education Institutions. The primary responsibilities are to sell to Public Higher Education 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.

**RESPONSIBILITIES:**

- **New Sales activities:** Utilize contact list to call leads to generate sales opportunities. Exceed monthly sale, 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. 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 use of CRM tools** such as Salesforce.com for territory and funnel management. Provide accurate and complete reporting as requested/required.
- **Lead the account team** and manage the complete life-cycle of the customer experience.
- **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 the company'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.
- Supports team initiatives and creates an inclusive environment.
- Responsible for other Duties/Projects as assigned by business management as needed.

## **REQUIREMENTS:**

- Bachelor's Degree preferred; 4-8 years of professional work experience in lieu of a degree.
- 3+ years of demonstrable professional sales experience selling into Enterprise Accounts, Higher Education, State or Local Government strongly preferred.
- Wireless industry or technology industry preferred.
- Proven track record of experience selling at the C-Suite into large organizations in required.
- Consistent and documented over achievement of sales goals within a large geographic territory.
- Sales cycle expert; expertise at the transactional and enterprise level.
- Clear ability to lead prospects and customers as opposed to reacting to requests – knowing how to “drive a deal”.
- Ability to lead cross-functional teams in complex selling opportunities.
- Strong at managing multiple customers sales processes simultaneously.
- Possess strong organizational skills.
- Strong presentation and public speaking skills. A valid license and satisfactory driving record (with proof of insurance) required.
- A valid license, a clean driving record, and proof of insurance at your own cost is required

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.

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

**APPLY**