



WEBCO HR, Inc.

Let Experience be Your Guide

ASSOCIATE GOVERNMENT ACCOUNT EXECUTIVE – ONTARIO, CALIFORNIA

WEBCO HR, Inc. is seeking an Associate Government Account Executive for one of our clients located in Ontario, California.

SUMMARY:

We're looking for goal-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. In the Associate Account Manager, Government role, you'll target regional and local city government entities in smaller markets across the US and recommend wireless solutions by suggesting service plans, data, and other improved services, and effectively mediate discussions and close business. This job is a vital first step in career progression to sell for Government in smaller, rural markets or emerging markets with 600MHz coverage.

RESPONSIBILITIES:

- Interact directly 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 T-Mobile wireless services to new government customers to include cities, libraries, police departments, and government funded nonprofits.
- Develop community relations in areas where the company has never had a government presence.
- Implement and maintain an effective referral network and call program to promote sales.
- Supports team initiatives and creates an inclusive environment.

REQUIREMENTS:

- Bachelor's Degree Preferred.
- 3 - 5 years direct sales experience, selling a technical product or service preferred.
- 2 -5 years selling into or supporting enterprise or government accounts.
- Experienced in prospecting, setting appointments, growing market share.
- Responsible for developing profitable new business account relationships and growing profitability from existing accounts.
- Proven experience in handling large and sophisticated accounts and working directly with clients at the senior management level.
- Responsible for selling products and services to highly sensitive and significant accounts. Exercises an excellent deal of judgment and has decision-making authority that can have a significant impact on the business unit.

- 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

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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