



**WEBCO HR, Inc.**

Let Experience be Your Guide

## **ACCOUNT EXECUTIVE SMALL BUSINESSES – CONCORD, CALIFORNIA**

**WEBCO HR, Inc.** is seeking an Account Executive Small Businesses 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 client's 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 apply 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 apply 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 use 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 or more years verifiable new customer acquisition sales experience, preferably within a commissioned environment.

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

**COMPENSATION:**

- \$57,420.00 - \$77,640.00
- Commission
- Full Benefits

**THE COMPANY:**

Our client's company is synonymous with innovation—and you could be part of the team that disrupted an entire industry! They reinvented customer service, brought real 5G to the nation, and now they're shaping the future of technology in wireless and beyond. Their work is as exciting as it is rewarding, so consider this career opportunity as your invitation to grow with them, make big things happen with them, above all, be you with them.

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

Visit our [website](#) and check out more exciting career opportunities.

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