

Carrier Account Executive for AT&T and T-Mobile

This position is primarily responsible for maintaining and up selling current base of accounts in a team environment reporting to the Account Director for AT&T and T-Mobile. As part of the sales team, this individual will be responsible for administrative duties in SF.com, tracking and managing the forecasts for churn and new business, Sales appointments with Customers, the preparation and delivery of sales presentations, acting as a subject matter expert in all product/service offerings, and driving the sales cycle to closure. Key areas of focus will include: sales appointments, assisting in the preparation of Requests for Proposals, driving transactional business by ensuring all Zayo information is accurately loaded into the Customers systems, and overall account health (new business, churn management and renewal of current base).

Key Responsibilities

Sales Support

- Sells Zayo Bandwidth products to a defined customer base
- Works in a matrix oriented fashion to maximize sales efforts
- Responsible for industry conference preparation such as CompTel
- Responsible for diligent funnel management of both new business, retention strategies and disconnects
- Develops account plans and conducts sales calls to drive revenue and growth
- Meets monthly, quarterly and annual sales goals set by the leadership team, through aggressive prospecting and selling

Qualifications

- Bachelor's degree preferred.
- Minimum five years of telecommunications industry experience preferred. Technical or Sales experience is preferred.
- Strong presentation skills (development and delivery).
- Excellent verbal and written communication skills, including ability to explain technical concepts to laypersons in simple, understandable terms.
- Consistent focus on results and goal achievement.
- Proficiency in Microsoft Word and Excel.
- Strong teamwork skills.
- Ability to handle ambiguity, and anticipate and quickly react to changes in a fast-paced environment.

Zayo Bandwidth is an Affirmative Action/Equal Opportunity Employer (M/F/D/V).

To apply for this position, please email your resume to Jobs@Zayo.com