



Zayo Group: Account Executive (AE); Senior Account Executive (SAE); Account Director (AD)

Position Description

Min. 5-10 years' experience selling into large Enterprise, Government, Education and Healthcare accounts. Responsibility for selling Ethernet, DWDM, SONet, Dark fiber and Colocation Services across Zayo's national footprint.

Currently selling into Large Enterprise, Regional Carrier/ISP, Government, Education and Healthcare accounts and has established relationships. Responsible for achieving sales and revenue growth targets through development of customer relationships and retention of customer accounts. Identifies potential customers and develops relationships in order to acquire new accounts. Represents the company in activities associated with acquisition of new accounts. Works with general direction and minimal supervision. Reports to the Vice President and General Manager of the Central Region.

Representative Duties and Responsibilities:

- Ability to identify, initiate contact with and qualify potential customers.
- Generates sales revenue by actively promoting Zayo Networks products and services to targeted account base.
- Ability to accurately and timely forecast sales opportunities.
- Applies knowledge of customers, industry and services to achieve revenue objectives.
- Maintains current business relationships with customers, securing existing revenue on long term commitments
- Presents proposals and manages customers through the sales process.
- Tracks, analyzes, and reports on sales performance and activities in Zayo's CRM tool and other reporting tools.
- Develops and maintains records of customer activity for reporting of sales and forecasts.
- Provides accurate and timely information to management.
- Coordinates closely with other departments to ensure customer satisfaction is maintained and revenue objectives met.

Disclaimer: This information describes the general nature and level of work performed by employees in this job. The description is not designed to be a comprehensive inventory of duties, responsibilities and qualifications required of employees in the job. Reasonable accommodation may be made to qualified disabled individuals for performance of essential duties and responsibilities.

Position Requirements

Education and Experience:

Required: Bachelor's degree

Skills:

Required:

- Minimum of 5-10 years' experience in Enterprise or Carrier space
- Experience in managing large, complex customers
- Demonstrated success & consistency in achieving targeted sales goals

Certifications/Licenses:

- A thorough understanding of account management & the strategic selling process
- Complete understanding of Zayo Networks value proposition, products and services such as Ethernet, OC-N, IP transport, Dark Fiber, custom access and colocation.
- Excellent written and oral communication skills

Zayo Networks Success Factors:

Executing for Results. Collaboration and Building Relationships.

Critical Thinking and Rapid Learning. Industry Knowledge/Business Acumen

Please send your resume and salary requirements to Jobs@Zayo.com