



Enterprise Account Executive

If you are passionate, innovative and self-motivated, we are inviting you to join our team.

Job Summary

We're looking for a talented, driven individual with great energy, passion and initiative to drive awareness and new business acquisition for MetTel. The Enterprise Account Executive role focuses exclusively on formulating and executing a sales strategy within an assigned territory, resulting in revenue growth and new customer acquisition.

Duties & Responsibilities

- Aggressively prospect, identify, qualify and develop sales pipeline
- Close business to exceed monthly, quarterly and annual bookings objectives
- Build strong and effective relationships, resulting in growth opportunities
- Work closely with Professional Services team to achieve customer satisfaction
- Sell a complete solution of software, services and support to ensure customer success
- Work with Marketing to conduct seminars, trade shows and other marketing related events

Desired Qualifications

- 5+ years' experience selling enterprise technology in a fast-paced and competitive market
- Goal oriented, with a track record of overachievement (President's Club, Rep of the Year, etc.)
- Driven—possesses a strong desire to be successful
- Disciplined—skilled in managing time and resources; sound approach to qualifying opportunities
- Intelligent—possesses aptitude to learn quickly and establish credibility
- Must live in territory

Why MetTel

MetTel is a cutting-edge solution provider delivering software and telecom services to enterprise companies nationwide. Our teams help create next-generation systems to meet the challenge of today's rapidly changing business climate, and set new standards for the telecom industry. MetTel's extensive partnerships enable us to deliver a complete portfolio of services in the United States, Canada and Puerto Rico. We believe that each team member is a key to the success and sustainability of the group. In order to achieve this we offer an environment where all professionals can grow and develop their skills and competencies, collaborate with diverse professionals, share knowledge and enjoy a rewarding career.

To Learn More

Visit: www.mettel.net or email us: Career@mettel.net