



Business Account Executive



Who we are

Verizon Wireless owns and operates the nation's most reliable wireless network, serving over 90 million voice and data customers. Headquartered in Basking Ridge, New Jersey, Verizon Wireless is a joint venture between Verizon Communications and Vodafone.



What we offer

We offer exceptional earnings potential and a comprehensive benefits plan all starting on your **1st DAY** featuring:

- Industry-leading medical, dental, vision and life Insurance
- Up to 6% match on **401K** savings plan contributions
- Award-winning employee training and career development programs
- Tuition Assistance; **\$8,000** for full-time employees
- Discount Employee Phone Program
- Competitive compensation package; including base salary & commission
- Car allowance of **\$550** per month
- Performance-based yearly incentive/bonus pay



Training

Training is (3) weeks in a classroom offsite. The training location varies within the South area.



Job Description

This outside sales position is responsible for generating leads and selling wireless products and services to small and medium sized businesses, as well as supporting these accounts to ensure revenue and activation growth.



Duties & Responsibilities

- Responsible for garnering new business accounts in the small and medium business range (may be defined as any business between 5- 250 employees, depending on your specific position). Each Account Executive will act in a consultative role and will be responsible for a large geographic territory, which are defined by zip codes enabling a greater opportunity for individual and team success.
- Provide ongoing after-sale customer support such as product and service education, troubleshooting and problem resolution, VZW capabilities presentations, billing information and analysis, renewal and retention of embedded base.
- Responsible for meeting and analyzing customer requirements and providing the "Verizon Wireless Value Proposition" and positioning our line of products and services as solutions to their business needs.
- Responsible for prospecting, sales presentations, demonstrations, training & education, account development, application selling, usage-price plan analysis, customer support, problem resolution, overcoming objections and closing sales.

- Responsible for achieving a monthly sales quota objective (Net Activations + Contract Renewals).
- Account Executives will effectively participate in community-related, networking organizations and associations allowing cross penetration.



Candidate Qualifications

- Bachelor's Degree or equivalent work experience
- 3 years outside sales experience or equivalent customer contact experience
- Professional selling and account management skills
- Excellent interpersonal, written and oral communication skills; including prospecting and cold-calling skills
- Ability to work well in a dynamic, fast-changing environment that requires a high degree of multi-tasking with minimal supervision
- Effective negotiating and closing skills required
- Effective PC skills (i.e., Excel, Word, Internet & contact management systems)
- Must have valid driver's license, good driving record and proof of insurance
- Knowledge of wireless industry products and services desired

To apply and for more information please call or email:

Samual DeBose (Army Veteran)

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