

Current Opening: Montgomery/Birmingham

Business Account Specialist

As a Business Account Apprentice, you will be in a structured development program that will provide you with the tools necessary to succeed as a Business Account Executive. Upon successful completion of the program, the expectation is that you will qualify for a Business Account Executive position. The Business Account Executive is an aggressive sales position that requires you to generate new business in assigned territories through prospecting, cold calling networking and generating leads and referrals.

The Business Account Apprentice is responsible for contributing to the overall productivity and customer service levels of the Business to Business Direct Sales force through prospecting, sales referrals, sales support, presentations, product demonstration and problem resolution in assigned territory.

Sales Results: Generate leads and prospect new business as well as create new service opportunities with the existing customer base. Carries "paper" quota" for 100% completion of all sales related tasks which are quantifiable, i.e.: prospecting and new appointments. Identify customer needs and utilize solution-based selling techniques to fully demonstrate the value of Verizon Wireless products and services. Recommend wireless solutions with regard to price plans, data and other enhanced services, handsets and accessories. Negotiate and close deals.

Customer Retention: Maintain and grow existing customer base and manage churn. Provides pre-sale and post-sale support. Assists with seminars, trades shows, customer on-sites and attends when required.

Ordering Processing and Reporting: Fully utilize all sales force automation, funnel management and prospecting tools. Responsible for completing contracts and report-generation including tracking and forecasting reports. Processes all appropriate documentation for new orders/renewals and ensure policies and procedures are met with regard to sales activations. Ensures equipment activation and delivery. Supports customer extranet activations

Training / Meetings: Continuously update knowledge of wireless products, services, industry trends and the competitive dynamics of the marketplace. Participate in training opportunities on products and services and attend sales meetings. Represent company at trade association meetings to promote Verizon Wireless and increase presence in the community by developing relationships through chambers of commerce

Bachelor's Degree or equivalent work experience preferred.

1-2 years experience in sales with business accounts required; outside sales experience preferred.

Understanding and knowledge of communications industry and related products & services

To apply and for more information please call or email:

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