



JOB OPPORTUNITY

BUSINESS SERVICES ACCOUNT EXECUTIVE

Location: Oxford, MS
Direct Report To: Business Sales Operations Supervisor

Job Summary:

Responsible for acquiring new business customers for Internet, Phone and Video Services

Job Responsibilities:

- Develop leads, contact prospects, schedules appointments and closes opportunities;
- Contacts cold and warm prospects through a combination of telephone and in-person calls to obtain appointments;
- Maintains personal performance and contact information including contact database, activity reporting and sales forecasts;
- Utilizes appointments to determine customer needs and preset MaxxSouth business service solutions;
- Assists customers and prospects in attaining their goals through proper utilization of MaxxSouth products and services to ensure goodwill between customers and MaxxSouth;
- Monitors competitive activity and market conditions, providing feedback and suggestions to management regarding new product additions and deletions;
- Participates in trade shows, industry events, customer entertainment activities, sales meetings, training programs and conferences as directed.

Job Qualifications:

- High school education or equivalent, college degree preferred, but not required;
- Winning "can-do" attitude and strong work ethic as evidenced by track record or success in business, education and extracurricular activities;
- Excellent oral and written communication skills;
- Business to business sales experience recommended;
- Telecommunications, cable, wireless, networking sales experience strongly preferred;
- Understanding of bulk strategies and capital expense strategies.

An Equal Opportunity Employer