

Since 2003, PAXIO's mission has been to provide state-of-the-art dedicated fiber optic internet and fiber networks to Bay Area homes, businesses, and buildings. PAXIO fiber sets a new standard for internet service. Our home internet customers can get online faster than other ISPs – truly upgrading their internet experience. PAXIO enterprise and business fiber services offer reliable solutions, to power workforce needs now and in the future.

PAXIO is looking for a savvy and dynamic **Commercial Sales Account Executive** interested in a career with outstanding growth and earnings potential. In this role, your primary responsibility will be to build relationships with new clients, and manage relationships with existing customers, to close sales opportunities expanding our reach of fiber internet services within commercial properties from Berkeley to San Jose.

As a *Commercial Sales Account Executive*, you must achieve sales goals by consistently performing the required daily activities to build a robust pipeline of qualified opportunities. If you are outgoing, focused, have a passion for sales, and are looking for a great opportunity with an established and fast-growing company, PAXIO wants you on our team!

Core Responsibilities:

- Prospect to new customers by calling, field canvassing, and attending client meetings to drive new sales
- Builds and fosters relationships and a network of referrals in the local community to create new opportunities for revenue growth
- Responsible for sales cycle from beginning to end
- Follow-up on leads generated by the executive team and marketing department
- Maintain accurate documentation for sales and prospecting activities and provides status reports as needed
- Completes all required client/project paperwork
- Establishes and maintains effective team relationships with all support departments
- Work with support team to identify and resolve customer satisfaction issues
- Enter, monitor, and communicate directly with clients regarding the status of their orders, facilitating credit issues and negotiation terms
- Follows all company policies, procedures, and business ethics codes
- Attends all sales meetings, company meetings and training sessions as required

Qualifications:

- Previous experience in outside sales or account management in telecom preferred
- Must have good problem solving skills, be detail oriented and possess strong organization skills
- Ability to multi-task is required
- Possess excellent verbal, written, and presentation skills as well as the ability to listen
- Appreciates the challenge of developing lasting relationships, and possesses the skills to close sales
- Willingness to travel when needed to customer sites, sales meetings and networking events or as required by business conditions (local Bay Area travel only)

- Knowledge of CRM systems and G-suite preferred
- Ability to work under pressure while maintaining a positive attitude
- A personable and professional character that will allow you to build client rapport
- Displays confidence to give clients trust in your work

Job Type: Full-time

Pay: \$70,000.00 - \$100,000.00 per year

Benefits:

- 401(k)
- Dental insurance
- Employee assistance program
- Employee discount
- Flexible spending account
- Health insurance
- Life insurance
- Paid time off
- Vision insurance