**SENIOR SALES EXECUTIVE**

**Job Description**

**Objective:** is to exceed sales targets, while also being your client’s trusted technology partner. Be a person who provides tailored IT solutions that suits your client’s business needs and budget.

The Senior Sales Executive will be responsible for the following:

* Developing new clients within define markets and territories through active prospecting and warm leads from marketing campaigns
* Develop rapport with clients and provide mutually beneficial IT solutions
* Achieve/exceed monthly, quarterly and annual sales targets
* Build relationships with key IT carriers
* Provide accurate monthly, quarterly and annual sales forecasts
* Weekly sales report to upper Management on client progress and sales
* Provide strategic solutions to clients IT issues

**REQUIREMENTS**

* 3-5 years functional broadband experience, combined with knowledge and understanding in the following areas:
  + VoIP and cloud based PBX platform
  + Optical high speed data
  + Managed IT services/design
  + On-net sites and data centers
  + 3-5 years direct sales experience in small to medium businesses (SMBs)
  + Consistent track record
  + Telecom engineering a plus
  + Excellent communication and platform skills
  + Proficient with MS Office suite and SFA systems
  + Existing rolodex/client list a PLUS

**COMPENSATION**

Attractive base salary, aggressive uncapped commission structure and equity options available to the right candidate. Everest BBN is a fast growing Wall Street based technology company with over 6,000 active users and clients. Everest BBN is not a start-up and will provide you with an excellent career path. This position reports directly to the Executive Vice President.

To apply for roles within Everest BBN please submit your resume and salary requirements to Executive Vice President, Mitchell Chi – [mchi@everestbbn.com](mailto:%20mchi@everestbbn.com).