

<b>Job title:</b>	Sales Executive
<b>Department:</b>	NI Americas
<b>Area/Location:</b>	North America / Houston Office
<b>Supervisor:</b>	VP Land Sales - Americas
<b>FLSA:</b>	Exempt

## JOB DESCRIPTION

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### Job purpose:

The Sales Executive will be responsible for direct and indirect sales and related business activities in a defined territory. The primary objective is to grow market share and to expand the depth and breadth of relationships with existing customers in the territory.

### Duties and responsibilities:

- Develop a territory and customer specific sales strategy to meet company goals and revenues.
- Build relationships with customers to discover their business objectives.
- Identify new market opportunity to increase sales.
- Manage and maintain existing accounts.
- Build solid relationships with customers at various levels in their organization.
- Educate customers on new and existing products and solutions.
- Locate and identify new opportunities.
- Help develop dealer sales with product promotions and incentives.
- Identify potential service work, SLA and airtime opportunities and sales.
- Maintain weekly pipeline to help follow up on potential sales.
- Develop a travel plan including attending trade shows and industry events to achieve sales objectives.
- Organize customer trainings for new or existing products and or procedures.

### Qualifications:

- B.A./ B.S. degree required
- 10+ years demonstrated sales experience in telecommunication field
- Strong communication and interpersonal skills
- Working knowledge of MS Office applications including Outlook, Word and Excel.
- Creative problem solver and team builder with skills to influence, implement and lead
- Must possess strong organizational skills, customer focus, team orientation
- 25%- 50% travel required
- A willingness to embrace and live the core values of Network Innovations.

### Direct reports:

N/A - Self-managed role

**Disclaimer Statement:** This job description lists the essential functions of the position and is not intended to include every job duty and responsibility specific to a position. An employee may be required to perform other related duties not listed above provided that such duties are characteristic of that classification.