

Job title:	Sales Executive
Department:	NI Americas
Area/Location:	North America / Calgary Office
Supervisor:	VP Land Sales - Americas

JOB DESCRIPTION

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.