

Job title:	Outside Sales Executive
Department:	NI Maritime
Area/Location:	North America / Fort Lauderdale
Supervisor:	VP Maritime Sales
FLSA:	Exempt

JOB DESCRIPTION

Job purpose:

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

Duties and responsibilities:

- Sales: Maritime Solutions, Communications, Products and Service
- 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 direct 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.

Qualifications:

- B.A./ B.S. degree required
- 10+ years demonstrated sales experience in telecommunication field
- Maritime background preferred.
- Strong communication and interpersonal skills
- Working knowledge of MS Office applications including Outlook, Word, CRM and Excel.
- Creative problem solver and team builder with skills to influence, implement and lead
- Must possess strong organizational skills, customer focus, team orientation
- Valid Passport without restrictions.
- A willingness to embrace and live the core values of Network Innovations.

Direct reports:

- N/A

Working conditions:

This position does have a standard 8-5, M-F schedule. However, business needs will require 25%-50% travel, meetings at customer, and other, locations, calls with customers and employees in different time zones, and additional hours necessary to make deadlines. Hence the employee will be required to be reasonably flexible outside of regular office hours to advance the objectives of this position and Network Innovations. This role uses standard office equipment and software for extended periods of time.

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.