**Business to Business (B2B) Account Executive - Internet, Phone, and Television Services**

All West is a leading provider of high-quality internet, phone, and television services in the greater Utah area and Wyoming. We are dedicated to delivering exceptional customer experiences and innovative solutions to meet the evolving needs of our customers. Join our dynamic team and help us drive success in a fast-paced, rapidly growing, and rewarding environment.

**We are seeking a motivated and results-driven Business to Business Account Executive** to join our sales team. In this role, you will be responsible for working closely with prospective and existing business customers to meet their needs with internet, phone, and television services. Your goal will be to drive growth, achieve sales targets, and provide outstanding customer service.

We’re looking for someone who focuses on the big picture, but isn’t afraid to get into the weeds, to create a significant impact. You excel at working with and communicating across diverse groups, earning respect and trust. You have an ability to translate complex technological benefits into straightforward business terms. Your strong drive for success is matched by your commitment to helping those around you excel. You understand that your achievements are intertwined with the success of your clients.

**Responsibilities:**

The B2B Account Executive is responsible for generating sales and maintaining good customer relationships with small and medium businesses in our service areas.

Key responsibilities include:

* **Customer Engagement:** Identify and engage potential customers through various channels, including phone calls, emails, and in-person meetings.
* **Product Knowledge:** Develop and maintain a comprehensive understanding of our internet, phone, and television products and services to effectively communicate features, benefits, and pricing to customers.
* **Sales Strategy:** Utilize sales techniques and strategies to convert leads into customers and meet or exceed sales targets.
* **Customer Solutions:** Assess customer needs and recommend tailored solutions that align with their requirements and preferences.
* **Relationship Building:** Build and maintain strong relationships with new and existing customers to ensure satisfaction and foster repeat business.
* **Follow-Up:** Provide timely follow-up with potential and current customers to address questions, resolve issues, and close sales.
* **Documentation:** Accurately complete and maintain sales records, customer information, and transaction details in the CRM system.
* **Market Awareness:** Stay informed about industry trends, competitors, and market conditions to effectively position our offerings and adapt sales strategies as needed.
* **Team Collaboration:** Work closely with other sales team members, customer service, and technical support to ensure a seamless customer experience.

**Requirements**

* Excellent communication and interpersonal skills
* 2+ years of relevant experience.
* Previous successful B2B sales experience, strongly preferred.
* Ability to work in a fast-paced environment and meet sales targets
* Strong listening and problem-solving skills
* Proficiency in using phone scripts and relationship-building techniques
* Ability to maintain accurate records and reports
* Bachelor’s degree in business, marketing, or a related field, preferred