

JOIN OUR TEAM

WE'RE GROWING!

All West Communications believes that every connection counts. We are seeking a skilled and detail-oriented Corporate Executive to join our team in Wasatch Back, Evanston, WY and Rock Springs, WY. This is responsible for identifying opportunities, building strong relationships with prospective and existing B2B customers, and aligning their needs with the right services. Success in this role is measured by the ability to drive revenue growth, meet or exceed sales targets, and consistently deliver exceptional customer service. The successful candidate will work closely with all departments, but especially Marketing and Sales to meet the organization's needs.

Responsibilities

- **Sales & Revenue Generation**
 - Sell B2B telecom solutions: Ethernet, circuits, IPPBX, phones
 - Manage leads, conduct business visits, assess needs, deliver proposals
 - Coordinate installations with internal departments
- **Customer Retention & Up-selling**
 - Regular visits to existing clients to ensure satisfaction
 - Promote new services/products and resolve issues
 - Report outcomes to Sales Manager
- **New Business Development**
 - Identify and contact prospective clients
 - Collaboration on marketing strategies
 - Deliver customized sales presentations and close deals
- **Proposals & Quotes**
 - Prepare and present sales proposals and job specs
 - Work with internal teams to ensure pricing, availability, and deadlines
- **Sales Event Participation**
 - Support planning and execution of trade shows and promotional events
- **Product Knowledge & Training**
 - Stay informed on current and emerging services
 - Attend training sessions and contribute ideas
- **CRM & Reporting**
 - Maintain databases for leads, calls, and conversions
 - Submit regular sales reports to Sales Manager

Additional Duties

- Collaborate across departments to support team objectives
- Contribute to strategic planning and internal process improvements
- Communicate effectively with all levels internally and externally
- Make independent decisions within policy guidelines

Other Functions

- Other tasks as assigned

Technical Skills:

- **Business acumen:** Understanding of industry trends, customer challenges, and market dynamics to tailor sales approaches and messaging.
- **Sales demo skills:** Ability to conduct effective sales demos, highlighting the product's unique selling points and addressing customer objections.
- **Product customization knowledge:** Understanding of how the product can be adjusted to meet specific customer needs and requirements.
- **ROI calculation:** Ability to calculate the return on investment (ROI) period of the product, particularly for B2B sales.
- **Technical aspects of the product:** Knowledge of how the product works, its components, and troubleshooting techniques to effectively address customer questions and issues.
- **Effective communication:** Ability to clearly articulate product benefits, features, and value propositions to customers.
- **Problem-solving:** Capacity to identify and address customer pain points and objections.
- **Product knowledge sharing:** Ability to document and share product knowledge internally, ensuring consistency across the sales team.

Qualifications

- Excellent communication and interpersonal skills
- 2+ years of relevant experience.
- 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

Work Environment

Works outside, with some time spent in an office environment. Requires occasional bending, carrying, lifting up to 20 lbs. independently. Required to be standing/walking or sitting for 4-8 hours at a time. May squat, twist, turn, and require frequent use of manual dexterity and visualization of computer equipment. Will make frequent use of general office equipment, computers, and phone systems.

Travel to sales territory is required. May be required to work hours outside of standard work schedule. Occasional overtime required

All West is a drug free workplace, conducting pre-employment and random drug testing. Benefits include medical, dental, vision, short-term disability, life insurance, AD&D, 401k with company match, PTO, paid holidays, and more

