



POSITION OPENING

Northland Communications is a nationally-recognized organization specializing in providing a variety of quality communication services that meet the needs of consumers and businesses located in smaller communities. We are seeking an assertive, goal orientated individual with the charisma and an exceptional aptitude to build and foster relationships through a team environment. Bring your business skills and we will provide an industry career path, surrounded and supported by our seasoned-professional staff and management.

This individual will join our team in the position of:

Business Solutions Account Executive- Greenwood, SC

The Business Solutions Account Executive is responsible for supervising all Northland Business Solutions sales activity for an assigned sales region. This position reports directly to the Business Manager. Duties and responsibilities include but are not limited to the following:

- Identify Business Solutions opportunities in the assigned region;
- Execute sales strategy to meet sales goals for the assigned region;
- Coordinate the customer needs, build-out estimate, equipment estimate and final solution sales quote for all Northland Business Solution opportunities;
- Communicate sales results and other reports as requested by Management;
- Develop and implement marketing plans, proposals and presentations as needed;
- Ongoing account maintenance with existing Northland Business Solutions customers.

Successful candidates are proficient in MS Office, detail oriented, possess the ability to work independently, success-driven, have a great positive attitude and have outstanding communications skills. Qualified candidates must have a minimum of 2+ years experience in business telecommunications and/or fiber sales.

Northland offers an exciting benefits package including subsidized employee and dependent medical, dental and vision insurance, 401(k), company paid life insurance, vacation, holiday and sick pay and educational assistance. Voluntary life insurance and disability coverage are available.

To apply for this position, visit Northland's Career page at www.yournorthland.com/careers

Equal Opportunity Employer. Pre-employment drug test, motor vehicle record and background check required.