



Role Description

Job Title: Account Executive	Department: Direct Sales
Reports to: Sales Manager	Date: December 10, 2010
Location: Various	

ROLE DEFINITION

Primary responsibility is the selling of Worldlynx products and services to the business community. You will have a thorough understanding of the needs and applications of customer accounts to enable him/her to propose solutions that leverage the full range of Worldlynx's products and services.

KEY RESPONSIBILITIES

- Develop and maintain a loyal customer base through high quality service
- Development and implementation of ROIs, contracts, and website training
- Provide detailed proposals that outline all benefits of Worldlynx business solutions to clients
- Understand promotions, remain informed on price changes, promotions and products
- Properly demonstrate all features and benefits that are specific to each individual customer
- Negotiate the types of discounts that can be offered depending on sales volume
- Implement new contracts and pricing for corporate clients
- Attend and prepare for customer meetings and account reviews
- Inform customers of upcoming products, services and/or discounts
- Acquire new customers
- Schedule weekly appointments with potential clients
- Daily "Cold Calling"
- Design and implement performance reviews to ensure ongoing customer satisfaction
- Provide effective after-sale service: advise clients on types of equipment and/or accessories that would best suit their needs
- Train customers on the proper use of their equipment
- Address customer complaints and propose sound solutions

QUALIFICATIONS & EXPERIENCE

- Post secondary education or three (3) to Five (5) years experience as a Sales Representative in the Telecommunications industry
- Significant knowledge of cellular technologies
- Knowledge of Excel, Word and PowerPoint
- Strong customer service orientation
- Intermediate computer skills
- Strong communication (oral and written) & presentation skills
- Bilingual (French and English) would be an asset (in Bilingual Provinces, a requirement)
- Presentation skills

"To apply for this position please submit your resume and a covering letter to careers@worldlynxwireless.com".