**Business Solutions Account Executive**

Eagle, Vyve and Northland are leading broadband Internet providers serving largely non-urban communities in 16 states.  A technology leader in the cable and broadband sectors, Vyve Broadband offers an extensive range of broadband, fiber connectivity, cable television and voice services for commercial and residential customers. Residential services include high-speed Internet with speeds up to Vyve Gig, all-digital, high-definition video and fully featured digital voice. Vyve Business Services provides optical Ethernet, PRI and hosted voice services to the business community. Together, Eagle, Vyve and Northland serve areas of Alabama, Arkansas, California, Colorado, Georgia, Idaho, Kansas, Louisiana, Nebraska, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Washington, and Wyoming.

The primary function of the Business Solutions Account Executive (“Account Executive”) is to generate Eagle Business Solutions sales opportunities and to supervise Eagle Business Solutions sales activity for an assigned sales region.  The Account Executive’s sales focus is, but not solely, on fiber products.  This position reports directly to the Business Manager.  Duties and responsibilities include the following:

* Identify Business Solutions opportunities in the assigned territory
* Seek new customers by continuously prospecting and following Eagle Business Solutions’ sales strategies and tactics
* Responsible for completing required documentation and reporting for the proper processing of sales
* Execute sales strategy to meet sales goals for the assigned region
* Coordinate customer’s solution needs, solution estimate and final solution price quote for all Eagle Business Solution products
* Communicate sales activities, reports  and results as requested by Management
* Develop and implement marketing plans, proposals and presentations as needed
* Ongoing customer relationship management of existing customer base within an assigned territory
* Monitor and manage past due accounts
* Frequent and regular communication with management team
* Practice safe and defensive driving when representing the company

**Knowledge, Skills and Abilities**

* Work effectively with fellow team members throughout Eagle Broadband to meet or exceed company sales and service goals.
* Utilize strong, effective and positive interpersonal and communication skills with temperament to effectively communicate verbally and in writing directly with customers, co-workers, and management.
* Strong aptitude for organization and assertive setting of priorities to successfully manage time and workload while working independently or with a team to achieve business goals.
* Solid understanding using computers and programs such as Microsoft Word, Excel, Outlook and data entry programs.
* Ability to present a professional and positive image and project a positive outlook.
* Disciplined to meet critical deadlines through diligent follow-up.
* Accepts and displays accountability to achieve goals.
* Abide by all Eagle policies and standards as described in the employee handbook and by management.

**Working Conditions**

* Must be able to speak clearly and communicate effectively.
* Regularly sits and stands during working hours for prolonged periods.
* Regularly work in an office setting with and around co-workers and computer equipment.
* Operate personal vehicle on a regular basis for business

**Qualifications:**

**Education:**  High School degree or equivalent required. College degree strongly preferred.

**Experience:** Minimum of three years of sales experience.  Telecomm and long-term sales projects experience preferred.

**Required Skills:**

* Must be able to utilize personal vehicle, possess and maintain valid insurance and driver’s license, and maintain a good driving record.
* Ability to fulfill the job duties, skills and responsibilities listed above.

The above is a summary of responsibilities.  Eagle anticipates that the job responsibilities described herein may change from time to time as the needs of the system are developed.