



Position Available: SPONSORSHIP ACCOUNT EXECUTIVE

Job Purpose:

The Sponsorship Account Executive works with HR departments of signed accounts to discuss, plan and implement employee (end user) discount offerings to enhance the company's overall employee discount programs. Coordinate account with Account Managers and National Account Managers (NAMs) to achieve overall account strategy. Sales activities are to be executed through setting appointments, building relationships and benefit selling. Strong follow-up and qualifying skills are utilized to sell Sprint wireless products and services via phone and through face to face on-site selling days to individual users.

Responsibilities

- Identify all local companies with Contract or Employee Marketing Agreement in place.
- Aggressively schedule Technology Days with companies having contracts and agreements in place with the goal of multiple marketing and sales activities occurring on a regular basis.
- Drive end-user customers to call when not making sales at Technology Days.
- Activate end-user customers and ensure all necessary tracking fields are properly populated.
- Keep up to date with current programs and promotions; methods and procedures; and sales tools available for end-user marketing.

Job Responsibilities:

- Consistently meet/exceed voice/data quota targets and goals
- Utilize solution selling techniques to maximize the relationship and opportunity with customers
- Effectively plan and manage assigned accounts to maximize potential and to ensure customer satisfaction and retention
- Gain new customers through incorporating all applicable sales stimulation strategies, programs, and other targeting contacts, e.g. cold calling and prospecting
- Maintain frequent and personal contact with existing business HR managers to build strong relationships
- Set/develop proper customer expectations
- Stay current and maintain a broad knowledge of wireless coverage maps, rate plans, discounts available, and selling skills
- Maintain a professional image and work environment
- Ensure positive and professional interaction with internal and external customers on issues
- Handle and resolve escalated customer issues
- Attend all required sales meetings and training sessions
- Perform other duties as assigned

Qualifications:

- College degree preferred
- Excellent verbal, written, presentation and interpersonal skills
- Strong organizational and time management skills
- Confident and aggressively seeks new business
- Flexible team-oriented individual
- Decision making and problem solving capabilities
- Ability to present professional image of self and Company
- Experience in handling customer inquiries and ability to handle difficult customers professionally
- Personal commitment to provide quality products and service

- Ability to use Microsoft Outlook, Microsoft Word, and Microsoft Excel software as well as other computer software packages as required
- Ability to learn Goldmine contact management software
- Valid driver's license, current auto insurance, and reliable vehicle

Compensation:

- Base pay to start plus commission. Earnings potential \$60+.
- Benefits package

Interested applicants should submit resume to:

By mail:

Business Cellutions
Attn: Account Executive Position
6767 South Spruce Street, Suite 205
Centennial, CO 80112

Or by email:

opportunity@businesscellutions.com