

**Position Title:** Account Executive, Service Provider Sales

**Location:** National - Remote

**Reports to:** VP, Service Provider Sales

**Company:**

*Approved Networks, a brand of Legrand*

Approved Networks is a proud brand of Legrand in the Data, Power, and Control Division. Forged from three of third-party networking's leading brands – Approved Networks, Champion ONE, and U.S. Critical – we have provided cost-effective, high-performance optical solutions to a global network of Fortune 500 Enterprise, Data Center, and Service Provider partners for 30 years.

Approved earned our reputation as the industry authority on OEM alternative optical networking connectivity through a commitment to technical engineering, stringent quality standards, extensive testing capabilities, and dedicated customer service and support – before, during, and after deployment.

Over 10,000 customers in more than 40 countries trust Approved Networks' transceivers, DACs, AOCs, and passive solutions to light their networks. We do this on time and on budget with an unwavering focus on quality and reliability.

*Tested. Trusted. Approved.*

In December 2020, Approved Networks, Champion ONE, and U.S. Critical were acquired by Legrand and rebranded: Approved Networks, a brand of Legrand.

**Job Purpose:**

This is an opportunity for an established sales hunter to grow the business of Approved Networks by identifying prospects, nurturing leads, uncovering opportunities, and developing and executing sales strategies that result in achieving or exceeding quota and supporting company sales initiatives. The successful salesperson will generate leads, qualify prospects, manage sales of products and services, and drive new revenue. In addition to hunting, there will be account management activities for an established book of business consisting of a variety of verticals.

**Key Duties and Responsibilities:**

- Generation of new business opportunities with prospects and new customers for Approved Network's solutions to meet assigned financial goals for the designated sales territory
- Expand and manage current customer accounts

- Partner with Inside Sales Team for successful prospecting and account management
- Maintain records of customer contacts using HubSpot CRM, ensuring key contact/account profile information is updated, appointments are logged, and forecast information is accurate
- Continuously devote time and energy to increasing market knowledge and personal skill level on Approved Networks products, the industry, and sales techniques
- Provide ongoing visibility into accurate forecasts of potential sales
- Communicate “Value” in the form of Cost/Benefit Analysis presentations to buying influencers at all levels (senior leadership and other influencers/decision makers)
- Travel up to 40%, including collaborative calls with Inside Sales, Engineering, and Leadership
- Communicate needs for organizational improvement while embracing Approved Networks values
- Work consultatively with prospects/customers to uncover needs
- Develop and execute prospecting plans
- Meet assigned activity metrics

**Qualifications:**

- BA/BS or equivalent
- 5 - 10 years of proven outside sales success in a large account environment
- Skilled at prospecting using various direct methods such as cold calling and email/social media outreach, face-to-face meetings, and indirect methods such as networking
- Direct experience selling networking equipment to key verticals, including data centers, telecom service providers, healthcare, higher education, and/or government markets
- Executive presence, excellent internal and external communication, and good presentation skills
- Outstanding ability to establish credibility and influence others
- Expert consultative sales skills and familiarity with sales processes and methodologies
- Ability to work as an individual contributor as well as a team member to meet regional and company-wide financial goals
- Strong analytical, assessment, and decision-making skills
- Ability to work collaboratively, make decisions independently, and still be mindful of organizational process and guidelines
- Self-motivated and driven
- Experience working with HubSpot or other CRM(s)

**Job Type:**

- This is a full-time, exempt position in a fast-paced, team-oriented environment with competitive salary, commission plan and benefits.

**Benefits:**

- Medical
- Vision
- Dental
- 401(k) – company match

**EEO Statement:**

It is the policy of Approved Networks to ensure Equal Employment Opportunity (EEO) without discrimination or harassment on the basis of race, color, national origin, religion, sex, age, disability, height, weight, alienage or citizenship status, marital status, creed, genetic predisposition or carrier status, or any other characteristic protected by law.

**ADA Statement:**

It is the policy of Approved Networks to comply with all federal and state laws concerning the Americans with Disabilities Act (ADA) and the employment of persons in accordance with regulations and guidance issued by the Equal Employment Opportunity Commission (EEOC). Furthermore, it is company policy to not discriminate against qualified individuals with disabilities regarding application procedures, hiring, advancement, release, compensation, training or other terms, conditions, and privileges of employment.