

Job Description

Regional Account Executive – Enterprise Sales

Job Summary:

As a Regional Account Executive for Approved Networks, LLC, you'll be responsible for delivering net new account wins across the corporate segment. You will drive not only revenue but profit as well, to position the company for continued growth and success. You will champion the innovative power of our products to make large networks faster and transformative. You will understand the Approved Networks portfolio of products and develop strategies to help new and existing enterprise customers find and implement the best solutions.

This is a client facing, acquisition sales role requiring deep industry experience, the ability to identify, cultivate, and close net new business, and expertise working large deals at the C-level. We are looking for someone with a successful and proven track record to take their career, and the territory, to the next level.

The position is hybrid work from home/office with travel to customer sites for meetings.

Supervisory Responsibilities:

This position does not have supervisory responsibilities.

Duties/Responsibilities:

- Independently identify, develop, and close large new enterprise opportunities within the territory across multiple verticals.
- Achieve revenue and profitability objectives for Approved Networks while driving growth across multiple product sets.
- Independently develop, implement, and execute an effective sales strategy to achieve sales goals.
- Develop C-level relationships and serve as a trusted consultant to customers.
- Understand and adapt to Approved Networks ongoing product and new developments.
- Oversee a cross functional team within the company to keep deals moving through the funnel.
- Ensure that our customers receive world class sales and customer service.
- Effectively and consistently use Hubspot.com and other reporting tools to track key sales metrics and consistently meet those metrics.

Education and Experience:

- Extensive large Enterprise and Data Center Infrastructure sales experience
- BA/BS degree or equivalent professional work experience
- 5+ years of successful Enterprise technology sales required

Required Skills/Abilities:



- Demonstrated track record of top performance with multi-million-dollar quota
- Executive relationship within account set within target market
- Proven experience dealing with C-level executives
- Proven ability to develop strategies to penetrate and sell to large companies
- Ability to travel to any or all customer sites when appropriate
- Deep knowledge of enterprise customer set in designated territory

Physical Requirements:

- Prolonged periods of sitting at a desk and working on a computer
- Must be able to lift up to 15 pounds at times
- Travel to meet with clients or potential clients will be required on occasion

EEO Statement:

It is the policy of Approved Networks to ensure equal employment opportunity 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 employment of persons with disabilities and to act in accordance with regulations and guidance issued by the Equal Employment Opportunity Commission (EEOC). Furthermore, it is company policy not to discriminate against qualified individuals with disabilities in regard to application procedures, hiring, advancement, release, compensation, training or other terms, conditions and privileges of employment.

