

BTC Broadband Job Openings

Full Time Account Executive–Telecom/Data Networking

BTC Broadband is seeking an experienced voice and data professional for Sales and Business Development.

Expectations of this position:

- Establishing new client relationships through cold calling and networking.
- Selling telecommunications services, circuits, and hosting, consultative solution sales.
- Developing and maintaining long-term relationships within a diverse account base.

Required Skills Include:

- Understanding of Ethernet networking & telephony technology concepts: networking, DSL, VPNs, routers, T1s, WANs, wireless, etc. (Previous training and/or certifications in technical sales a plus.)
- Aggressive, sales oriented attitude.
- You must possess a strong drive to win new business.
- Excellent cold calling and prospecting techniques.
- Excellent sales skills: working existing contacts, qualifying, presenting and closing.
- Solid knowledge of and/or background in data and telecommunications sales.
- Strong oral and written communication skills.
- Strong negotiating skills.
- Experience selling consultative solutions a plus.
- Motivated, disciplined and self-starter is a must.
- BS or equivalent industry experience, 5+ years of sales experience typically in telecom, or a technical field.

Desired Skills & Experience:

Prior experience selling business phone systems and data networking required. Experience with IP PBX systems a plus. The successful candidate will have communications sales experience. Familiarity with Cisco, Nortel, Avaya or Mitel business systems is a plus.

Company Description:

BTC Broadband is a 103 year old high-tech, broadband communications company offering cutting-edge communication and entertainment products in Oklahoma. The company provides a variety of services to both residential and business customers including local and long distance telephone service, High Speed Internet, Business Systems and Fiber Optic Data Networking throughout Northeast Oklahoma.

Additional Information:

Experience: Mid-Senior level
Industries: Telecommunications

Competitive salary and outstanding benefit package, including 401K, medical, dental, vision, holidays and vacation pay. Annual commission is earned in addition to base salary. Send resume and cover letter, including salary requirements to Human Resources, BTC Broadband, 6 E. Breckenridge Ave., Bixby, OK 74008 or email: btc-jobs@olp.net

No phone calls, please.



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