



OPTK Networks is looking to hire an experienced, quota exceeding, Sales Executive. The ideal candidate will have previous experience working with and selling too local businesses. Sales Executives should not shy away from finding new contacts within our ideal client list. They should also exceed at maintaining relationships with existing points of contacts while identifying new opportunities. Only those with high integrity and a drive to exceed expectations should apply for this position. OPTK Networks goal is to exceed our customers' expectations and we are dedicated to serving our customers in that manner.

Sales Executives are responsible for developing, managing, and closing new revenue within target accounts in our business focused sales organization. The Sales Executive will be responsible for managing the sales process around the complete portfolio of products to clients within our fiber territory focusing on businesses that require high bandwidth, network reliability, and custom or complex infrastructure and connectivity solutions. This role requires a hybrid-business development and account management mindset with proactive engagement and follow-up. Telecommunications experience is a plus, in combination with complex management skills to support long term business opportunities and strategic relationships.

**Primary responsibilities:**

- Drive opportunities and growth through the design and execution of cross-functional account development while creating a new book of business
- Generates new business by presenting and selling fiber services to businesses primarily via outbound calls supplemented by visits to our potential customer base
- Initiate new client opportunities by working with Network Sales Engineers to create network designs and technical proposals
- Proactively and efficiently manage resources with dedicated teams, virtual teams, and executive staff around opportunities to ensure successful outcomes
- Provide key input in the sales planning and accurately forecast business on a quarterly basis
- Responsible for anticipating customer needs, identifying sales opportunities, and monitoring accounts
- Generate sales leads by way of email, phone calls, letter writing, and door-to-door sales
- Aid in the negotiation of customer pricing and contracts
- Attend and travel to industry related conferences, meetings, and tradeshows
- Performs other functions and duties as directed or assigned
- Maximize new revenue and win strategic opportunities by developing relationships with key decision makers
- Grow new revenues by \$20,000 in monthly recurring revenue per year
- Develop and maintain a sales forecast to ensure accurate revenue predictions within 90% accuracy



- Document and track daily sales activities through Salesforce.
- Aptitude for identifying creative solutions to resolve complex and difficult issues
- Expert in network building, negotiation, critical thinking, and issue resolution skills
- Performs other functions and duties as directed or assigned

**Company Benefits:**

- Competitive Salary with Sales Commissions
- Company 401(k) match up to 6%.
- Paid Holidays and Vacation Days
- Health, Vision, and Dental Insurance
- OTE (1<sup>st</sup> Year) = \$70,000 with no caps
  - OTE Year 2+ = \$94,000 with no caps