



Position:

Account Executive

Reports To:

Vice President – Sales and Marketing
GM - Utah

Location:

Salt Lake City, UT

Status:

Full Time, Exempt

General Summary:

The Enterprise Account Executive will successfully penetrate new accounts, selling Syringa Networks array of enterprise products and solutions to a large universe of diverse general business prospects and accounts. Account size ranges from Global to SMB accounts. Products include network transport and Internet services popularly used in the marketplace today; specifically Ethernet, MPLS, and Private Line TDM and Wave, Managed network services and server collocation space.

Additionally the Account Executive will research and uncover accounts and market opportunities to place Syringa Networks products by preparing and presenting compelling solution presentations. These initiatives require a strong understanding of logical and physical designs of transport networks including network elements and equipment, account strategy, finance, ROI, and team selling with Sales Engineering on complex proposals.

Essential Job Functions:

- Develop and manage a sales strategy for existing and new customer accounts.
- Identify and approach prospects through cold calling, networking and market research.
- Analyze, assess and prioritize the territory for qualified accounts and opportunities that provide the highest margin and fit for Syringa Networks solutions.
- Present products through formal and informal presentations.
- Develop customer relationships that enhance the customer experience.
- Communicate logistical aspects relevant to the customers' orders.
- Meet monthly, quarterly and annual sales goals.
- Maintain accurate and timely weekly activity reports.
- Maintain monthly sales reports (Sales Funnel).
- Keep abreast of competition, competitive issues, products and markets for Syringa Networks products.
- Other duties, responsibilities and qualifications may be required and/or assigned.



Knowledge, Skills, and Abilities:

- Proven ability to sell network based solutions.
- Strong IT/Network Administrator user applications knowledge and business skills.
- Organization skills to manage many complex decision-making processes, needs assessments and varying sales cycles with multiple decision makers and influencers.
- Customer centric sense of urgency - quick and knowledgeable responses to immediate requests for quotes, installation updates, service including general questions regarding billing, contracts, and account related issues.
- Ability to translate technical concepts into understandable, customer-friendly language.
- A thorough knowledge of IT and C- Level buying processes and procedures.
- Knowledge of IT business drivers both financially and technically within assigned market.
- Ability to learn probing questions for new and current IT issues and recognize opportunities for a Syringa Networks solution.
- Proven experience in driving sales and revenue growth.
- Advanced knowledge of sales strategies, customer service and relationship-building skills as well as oral and written communication skills.
- Advanced presentation skills utilizing the latest technology.
- High degree of initiative.
- Proficiency with PC based applications such as Word, PowerPoint and Excel.

Education and Experience:

- Bachelor's degree or equivalent.
- Must have five years outside sales experience.
- 3-5 years of outside sales/business development experience in telecommunications. Working with large, complex accounts requiring application development and technical design.
- Requires in-depth understanding of technology based services, products and networking.

How to apply:

If you are qualified and interested in this position, please send your cover letter and resume to: resumes@syringanetworks.net or fax to (208) 229-6110 Attn: Human Resources



About Syringa Networks:

Syringa Networks specializes in custom network solutions for businesses, providing a wide range of networking services throughout the region. Delivered over a purpose-built self-healing fiber optic network, services are available at a range of speeds from T1 to OC-192 and Ethernet at data rates ranging from 1 Megabit (Mb) to 10 Gigabits (Gbs). The regional company also offers Dedicated Internet Access (DIA), MPLS, SONET, DWDM, ATM/Frame, Fiber-to-the-Tower, and Network Equipment sales.

Syringa Networks is a privately held Idaho corporation and is headquartered in Boise, Idaho, with additional offices in Idaho Falls, Idaho, and West Valley City, Utah.

This job description in no way states or implies that these are the only duties to be performed by the employee. He or she will be required to follow any other instructions and to perform any other duties requested by his or her supervisor. In accordance with the American with Disabilities Act, it is possible that requirements may be modified to reasonably accommodate disabled individuals. However, no accommodations will be made which may pose serious health or safety risks to the employee or others and which impose undue hardships on the organization. Furthermore, job descriptions are not intended as and do not create employment contracts. The organization maintains its status as an at-will employer. Employees can be terminated for any reason not prohibited by law.