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Job Description

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Title: Account Executive – Corporate Telecom Services – OH

Company: Cube Management

Job Code: 146541

Location(s): Ohio - Westlake

Industries:

Telecommunications

Functions:

Sales – Business Development

Sales - Management

Job Type: Fulltime

Compensation:

Base Salary: \$70,000.00 - 80,000.00 OTE: \$120,000.00 Relocation: NO

Description

Account Executive – Corporate Telecom Services – OH

Our client was established in 1993 to assist corporate customers with the configuration, implementation and management of voice, data and internet services. Today they help to manage the communications services of thousands of business customers in over 40 states through out the US.

The average tenure of all employees in this company is nearly 9 year per employee and the management staff has over 140 years of combined experience in the telecommunications industry. They are seeking an aggressive Account Executive to work out of their Ohio office in the Cleveland area.

Location: Cleveland, OH

Relocation: NO

Base Salary: \$70,000.00 - 80,000.00

OTE: \$120,000.00

Requirements: Please read carefully, YOU MUST MEET ALL REQUIREMENTS!

*** CURRENTLY EMPLOYED**

- * 3 - 5 years of telecom selling experience
- * No more than 3 jobs in the last 6 years
- * 4 year College degree
- * At least 3 President Club awards
- * Heavy prospecting background
- * Extremely energetic

Responsibilities:

- * Selling T1, Long Distance, DS3, DSL and other telecommunications services to Corporate Accounts
- * Sales to C-Level executives in the \$50mil - \$200mil market
- * Sales presentation development.

If you wish to be part of this successful and vibrant organization, please email a MS Word version of your resume. This company is an Equal Opportunity / Affirmative Action Employer.

Cube Management helps companies accelerate their sales, by providing the Sales & Marketing talent they need to grow their business. Cube Management is a leading recruiting and consulting partner to mid-market and emerging growth companies in the technology, manufacturing,

healthcare and business service sectors. We work across the spectrum of Sales, Marketing and Business Development, providing holistic solutions that drive revenue and profit success. Cube Management combines Strategy, Process and People, to produce great results.

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