Job Title: BCM One Account Executive

Description of Job:

As a BCM One Account Executive, your primary responsibility for the Account Executive Position is to introduce the Company's concept to prospects and then sell the concept (and corresponding solutions) with frequency enough to meet and exceed the assigned quota value of that position.

The ideal candidate for the AE position is a person who is highly presentable to customer and is confident and engaging in presenting solutions to prospects. This person must have good organizational and time management skills. They must also have the ability to sift through vast amounts of data and present it in a clear and concise format using the tools provided to them. This person must be a self-starter with a solid plan for opening new opportunities with clients and partners. This position is a long term success plan and the ideal candidate is one that is willing to look beyond immediate short term success and plan out success over time.

Responsibilities / Duties:

- **Process & Activities:**
  - Gaining introductions to new prospects (ideally 10 per week)
    - This is done through various means (networking, cold calling, telemarketing etc.)
  - Gathering as much information as possible about the account
    - Invoices, contracts, probing Q&A, etc.
  - Analyzing that information
  - Presenting the clients current network strengths and weaknesses
  - Presenting a variety of options for the client to choose from to fill the uncovered needs
  - Gaining the clients confidence to move forward with the appropriate contracts for the designed solution
  - Following up with the client post sale for bill reviews and referrals
- **Daily Activities:**
  - Telemarketing
  - Cold Calling
  - Visiting client sites (appointments)
    - Present proposals
  - Proposal generation
    - Analyze invoices
    - Prepare data for presentation (Excel)
  - Forecast
  - Network with potential partners
  - Train on new products as needed
  - Interact with various internal and external business units
    - Direct carrier partner engineers and channel managers
    - Pricing and support staff
    - Customer service etc.
  - Escalate trouble & billing tickets to appropriate managers