

CanTel Unlimited

Account Executive Job Description

Job description

CanTel Unlimited is looking for a high velocity Account Executive (AE) to help us grow revenue. We are on pace to double in size this year but need motivated and determined sales professionals to reach our goals. This is an exciting opportunity for someone with 2-5 years selling experience to be part of an exciting software-as-a-service (Telecom) business.

The Right Candidate Will:

- Deliver quality and tailored demonstrations of CanTel Unlimited to prospects based on the prospects needs and priorities
- Understand customer goals, plans, challenges, timeline, budget, authority
- Meet or exceed your monthly quota
- Strive to continuously improve your sales process and demonstrate a willingness to learn and implement best practices
- Supplement your pipeline by completing lead generating activities including cold calls, emails, and social touches

Top characteristics and traits for a successful AE:

- 2-5 years experience as a quota-carrying sales representative and/or sales prospecting experience
- Ability to speak with CEOs, CFOs, VP Finance, Controllers, Accountants and ask intelligent questions
- Self-motivated with ability to work in fast paced, changing environment
- Genuine customer empathy
- Organized and strong time management skills
- Excellent written & verbal communication
- A thirst for knowledge and growth in a start-up environment
- A sense of urgency and persistence
- Flexibility - we're a small company that moves and reacts fast

Compensation, Benefits and Fun

- Competitive salary and commission plan
- Opportunity to work in a fast moving, high growth Telecom company
- Office at The Forum in Peachtree Corners, GA
- 15 days Personal Time Off
- Company paid Healthcare, Dental & Vision plans
- Casual dress all-day, everyday
- Strong, results-oriented culture
- Games, fun, parties & more

About CanTel Unlimited

Founded in 2009, CanTel Unlimited delivers a telecom revenue management platform that provides telecom billing, revenue recognition and robust telecom analytics.

CanTel Unlimited enables early stage and growth Telecom and telecom-based businesses the ability to eliminate their dependency on spreadsheets and streamlines their financial operations and reporting. CanTel Unlimited robust analytics engine delivers all the Telecom analytics you need to run your telecom business: MRR, ARR, Cohort, CLV, Projections, Renewal Rates and Churn.

CanTel Unlimited serves over 250 customers worldwide.