



Job Title- Account Director

Location- Frankfurt or Stuttgart

On-site Contacts- Moritz Frenzel & Sascha Heinemann

Recruiter- mauro.marenghi@zayo.com

Company Description

Zayo provides mission-critical bandwidth to the world's most impactful companies, fueling the innovations that are transforming our society. Zayo's 133,000-mile network in North America and Europe includes extensive metro connectivity to thousands of buildings and data centers. Zayo's communications infrastructure solutions include dark fiber, private data networks, wavelengths, Ethernet, and dedicated Internet access. Zayo serves wireless and wireline carriers, media, tech, content, finance, healthcare and other large enterprises.

Position Description

The Account Director will support accounts in need of and in support of fibre network infrastructure. The successful candidate will develop customer relationships and drive sales of connectivity and infrastructure services to prospects and customers. Meet monthly, quarterly, and annual sales goals set by the leadership team through aggressive prospecting and selling. A demonstrated ability to succeed in an autonomous environment is key to this role. The ideal candidate has a strong understanding of network services with the ability to work on large, complex deals applying a consultative and trusted advisor approach.

Responsibilities:

- Generate sales revenue by actively promoting Zayo products and services to targeted account patches.
- Maintain current business relationships with customers, securing existing revenue on long-term commitments and or selling net new accounts
- Apply knowledge of customers, industry, and services to achieve revenue objectives
- Work with the current Sales team to develop account strategy, solution design, and relationship management on targeted accounts
- Track, analyze and report on sales performance and activities in Salesforce and other reporting tools
- Provide accurate and timely forecasts of sales opportunities.
- Collaboratively work as a part of a team while concurrently performing as an individual with minimal supervision.

Qualifications:

- Bachelor's degree or equivalent from four-year College; or equivalent combination of education and experience 5+ years of relevant experience
- Proven ability to build relationships
- Strong financial acumen
- Quick learner who collaborates well with others
- Excellent communication skills, both verbal and written.
- Possesses excellent interpersonal skills and can work effectively with a diverse group of personalities; must be approachable, show respect for others and be able to present data with effective communication and presentation skills
- High tolerance for ambiguity and can work successfully in a matrix management model
- Strong understanding of account management & the strategic selling process
- Effective problem solving and interpersonal skills Knowledge of Microsoft Word, Excel and PowerPoint; Salesforce a plus.
- General understanding of Zayo Networks value proposition, products, and services such as Ethernet, Waves, IP transport, Dark Fiber, Cloud services/connectivity, and Colocation.

Rewards

- Competitive compensation including sales incentive plan
- Generous paid time off policy including 30 days paid time off, one floating day and two volunteer days off per annum
- Fitness membership discounts
- Employee assistance programmes including mental health, wellbeing and medical support