



Client Account Manager (B2B) Inside Sales - (Anchorage)

About the Position:

The Client Account Manager, Inside Sales is responsible for selling corporate products or services through the achievement of opportunity-based sales quotas. The Inside Sales Representative will reach business targets through excellent telephone sales and communications skills. This individual will also develop his or her phone-based revenue generation through the creation of sales leads, initiation of prospect calls, and establishment of ongoing rapport with existing and potential customers.

Reasonable Accommodations Statement:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable Accommodations may be made to enable qualified individuals with disabilities to perform the essential functions.

Essential Functions:

- Utilize a minimally scripted very consultative sales approach that requires experience in closing sales. Including effective problem identification and objection resolution strategies.
- Provide account management in selling to our business customers/accounts, acting as a main point of contact. This involves development and management of the customer relationship.
- Probe for information; gain an understanding of the business customer, create/find a need or pain point and position our products/services as a solution sale for business customers.
- Maintain an in-depth detailed knowledge of our products and services and the ability to determine which meet customer needs to be able to close sales with customers.
- Execute effective opportunity qualification, pre-call planning, call control and time management.
- Meet sales goals (individual and team oriented) AND additional metrics/expectations as established by Program Management. Sales goals may vary by call, product/service type.
- Utilize inbound/outbound calling techniques and selling methodologies with an emphasis on quality results.
- Leverage sales skills including active listening, rapport building, and conversational probing for needs.
- Maintain an upbeat and positive attitude.
- Deliver superior customer service skills and abilities, adapt to customer situations including use of soft skills, express empathy, express willingness to help and take ownership
- Additional responsibilities as assigned.
- Ability to professionally communicate with customers over the phone
- Ability to convert prospects and close deals while maintaining established sales quotas

Required Education and Experience:

Associate`s Degree in Marketing, Business Administration, or closely related field. Equivalent education, experience, and training may be substituted for the degree requirement on a year-for-year basis plus two (2) years of progressive sales experience. Equivalent education and training may be substituted for experience on a year to year basis. Leadership and telecommunications experience preferred. Strong hands-on experience MS Word, PowerPoint, SharePoint, Excel. Salesforce.com or similar experience a plus.

REQUEST #: 3306
EMAIL rose.muncy@acsalaska.com
WEBSITE www.AlaskaCommunications.com/careers
CLOSING DATE: February 8, 2019

Anchorage Skyline



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