

Enterprise Account Executive

Phonism, leader in intelligent Device Lifecycle Management (iDLM), eliminates cost and complexity in provisioning, managing, migrating and securing VoIP devices at scale. We are actively expanding our Growth Team to include additional Enterprise Account Executives.

What we need:

This position will focus on discovering future customers, engaging new opportunities and strengthening relationships with existing clientele. This unique high reward/high profile role promises fantastic career potential and collaboration with telecom's top leaders, partners and customers.

Ideal for the sales professional who understands enterprise strategy, alliance and channel partner relationships and executes on inbound/outbound opportunities.

Does this sound like you?

- 5-10 years successful enterprise infrastructure sales (Start-up tech business experience is a plus)
- 5+ years experience in enterprise software, SaaS and/or telecom sales, preferably large-scale solutions
- An understanding of UCaaS workflows, applications and VoIP devices
- Solid track record of selling technology to new accounts, channel partners, and industry alliances
- Passion for helping customers find the best solution while optimizing technical and financial responsibilities
- Ability to leverage resources and communicate effectively with pre-sales, post-sales, product management, development, marketing and C-level executives
- Balance daily activities while delivering short and long-term results

**If interested please email resume to
hr@phonism.com**

Let's get social:

