

We are in search of a Enterprise Account Executive

Phonism is the world's leading automation platform to deploy, manage, secure, and migrate SIP devices at scale. Phonism delivers a universal way to manage the complexities of multi-vendor device management with a powerful SaaS platform for anyone selling or supporting cloud communications solutions. We are actively expanding our Growth Team to include additional Enterprise Account Executives.

Responsibilities

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.

Skills & Experience

- ▶ 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 longterm results

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