

# BrantTel Networks Job Posting



**BrantTel Networks is currently hiring Account Executives, in Toronto, Montreal, and Calgary.**

## **Account Executive**

This is an opportunity for a self starter to continue a rewarding career in IP Telephony and Networking sales. BrantTel is seeking motivated individuals who possess a flair for technology, people and their processes. Understanding of IP Telephony, Enterprise level communications and specific product knowledge considered an asset. As an Account Executive at BrantTel Networks you will be required to exceed revenue generation objectives. In this role, individuals will generate, prospect and develop opportunities that lead to system sales.

## **About BrantTel Networks**

BrantTel Networks is a full service communications company that provides design, sales, installation and ongoing services to over 2000 companies in Canada. We sell, service and support the complete line of Avaya communication products (telephony & data). Our offices are located in the GTA, Ontario.

Visit us at [www.branttel.com](http://www.branttel.com)

## **Role Requirements**

### **Responsibilities**

- Generate qualified Sales Leads
- Develop those leads into new sales opportunities
- Prioritize opportunities and activities to follow up on opportunities with the highest probability and revenue.
- Maintain a high touch with all prospects and customers to ensure superior customer satisfaction
- Account Management by working with existing accounts that are prime for upgrades/migrations.
- Review and sell additional solutions in our portfolio that meet the customers needs, beyond the original identified solution.
- Actively update and track sales funnel in the BrantTel CRM system
- Meet and exceed assigned revenue targets

### **Requirements**

- Bachelor's degree of equivalent combination of education and experience, business degree a plus.
- Previous sales experience in IT/Telecom industry
- Past successes exceeding quota and customer expectations
- Desire to work for a fast paced sales organization
- Excellent Communications skills required

### **Conditions of work**

Required to travel to customer/prospect locations, valid drivers license required.

Overtime may be required.

**Compensation & Benefits**

Extended Medical & Dental benefits commencing after three month probationary period.  
Compensation commensurate with experience.

Please forward covering letter and resume to:

[hr@branttel.com](mailto:hr@branttel.com)

Attn: Chris Deineka