



Job Description

Account Executive

At Archtop Fiber, our mission is to be the true fiber of your community.

We believe in the power of local connectivity and dedication to bridging the digital divide in rural and suburban cities across the Hudson Valley and beyond. We have seen how larger cities often receive priority for broadband infrastructure upgrades, leaving smaller communities underserved. That's why we prioritize serving "Main Street" communities by investing up to \$350 million in private funding to build over 2,500 miles of fiber-optic infrastructure.

Our commitment extends beyond providing reliable Internet and Phone services – We're not just living and working in Kingston, NY we are fully committed to our awesome community. From our fantastic [community programs](#) to fueling economic growth with improved connectivity and an abundance of tech-driven jobs, we're all about bringing fun and excitement to our neck of the woods!

The Account Executive will have the primary focus of acquiring new business within a defined set of Commercial Accounts within the region. The Account Executive will be responsible for selling Internet, Voice and Managed Wi-Fi and additional services as they become available.

What you'll do:

- Develop new sales and revenue growth opportunities by prospecting and building relationships in assigned territory.
- Deliver the Archtop Fiber value proposition while conducting sales meetings with new and existing customers.
- Build strong relationships with key decision makers and contacts within accounts.
- Develop a deep understanding of all Archtop Fiber solutions and services and be capable of aligning these to fit customer requirements.
- Keep up to date on all competitor's products, solutions and services, pricing and initiatives within the territory.
- Maintain accurate account information and updates in CRM.
- Achieves monthly sales quotas in Internet and Voice Services.



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What you'll bring:

- Bachelor's degree.
- 3+ years prior success in Business-to-Business sales position prospecting and cold-calling for new business opportunities.
- Knowledge of telecommunication services.
- Strong negotiation and problem-solving skills.
- Strong in team environments with excellent interpersonal, presentation and communication skills.

What we offer:

- Competitive salary: \$75,000 - \$85,000
- Heavily subsidized medical, dental, and vision
- Holidays, PTO, and Flexible work schedules
- 401(k)
- Employee Assistance Program (EAP)
- Life insurance, short & long term disability insurance
- Employee Referral Program
- Employee discount programs

Archtop Fiber is proud to be an Equal Opportunity Employer. We celebrate diversity and are committed to creating a welcoming and inclusive environment for all.

Send resumes to Careers@archtopfiber.com, or Cfraiman@archtopfiber.com