



## **Account Executive**

### **Company Overview**

At Archtop Fiber, our mission is to be the fiber that connects the 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 unserved or underserved. That's why we prioritize serving Main Street by investing up to \$350 million in private funding to build more than 2,500 miles of fiber-optic infrastructure.

### **Responsibilities**

- Build and manage a steady pipeline of new sales and revenue opportunities through relationship development and prospecting across assigned territory
- Develop a deep understanding of the Archtop Fiber value proposition and company offerings (products, service, price points, etc.) and be able to confidently convey them to existing and potential new customers during sales meetings and/or opportunities
- Establish and maintain strong relationships with key decision makers and influencers within the account base
- Maintain ongoing awareness of competitor products, services, solutions, price points, and planned initiatives within assigned territory
- Monitor and maintain accurate account information and updates in the CRM software
- Achieve assigned monthly sales quotas across the categories of Internet and Voice Services

### **Qualifications**

- Bachelor's degree from an accredited college or university
- 3+ years of experience in B2B sales role prospecting and cold calling to generate new business opportunities
- Strong negotiation and problem-solving skills a must
- Excellent interpersonal, presentational, and communication skills required
- Strong team player and independent contributor
- Self-awareness and accountability
- General knowledge of the telecommunications industry and services

### **Compensation Package**

- Competitive Salary: \$75,000 – \$80,000 per annum
- Company Paid Time Off + National Holidays
- Medical, Dental and Vision Benefits
- 401K Plan
- Employee Assistance Program (EAP)
- Life and Disability Insurance (Short-and Long-Term)
- Employee Referral and Discount Programs

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