

---

**Position:** Commercial Account Executive**Type:** Full Time**Location:** Kingston, NY**Date Added:** March 02, 2023

---

### Company Summary:

Archtop Fiber was founded with a commitment to bring the fastest, most reliable, environmentally friendly and affordable Internet access to those who have traditionally been underserved — or even overlooked. The Archtop team has decades of success partnering with communities, large and small, to create technology-driven opportunities. With a fully-funded business strategy, Archtop is dedicated to local investment. This ensures we support customers with upgrades to existing infrastructure while deploying the latest multi-gig, symmetrical, all-fiber network technology to bring faster, more secure and scalable broadband services to those that need them. Archtop Fiber is proudly invested in empowering your day-to-day life, bringing the digital world to your community and its businesses, schools, libraries, hospitals, farms and community centers.

### Position Summary:

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

### Responsibilities:

- 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.

## **Experience/Minimum Requirements:**

- 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.

## **Compensation and Benefits**

Competitive salary and benefits package

## **How to Apply**

Interested applicants must submit a resume and cover letter (detailing how they meet our requirements and how this position aligns with their career goals) via email to [careers@archtopfiber.com](mailto:careers@archtopfiber.com).