



Commercial Account Executive

Location North Bay Village Florida:

Company Profile:

Atlantic Broadband, a wholly-owned subsidiary of Cogeco Cable Inc. (TSX: CCA), is the 12th largest cable operator in the United States, based on number of Basic Cable customers served. The company provides TV, Internet and Phone services to more than 300,000 residential and business customers located in five operating regions: Western Pennsylvania, Miami Beach, Maryland/Delaware, eastern Connecticut and Aiken, S.C. Atlantic Broadband is headquartered in Quincy,

Position Summary:

The Commercial Account Executive position is a consultative field sales role within our Commercial Bulk Sales team. Individuals in this position are responsible for developing relationships with property management companies, property board of directors, real estate developers, and builders to ensure Video, Internet and Phone provider in residential new build developments, Home Owners Associations and MDU properties in order to secure renewals, incremental new customer, and revenue growth through Bulk agreements.

Responsibilities:

- Develops and implements sales plans for new area targets including clearly defined strategies that maximize revenue opportunities.
- Responsible for achieving monthly revenue quota with new bulk sales.
- Securing long term relationships and drive incremental customer, unit and revenue growth through executing long term Bulk contracts.
- Conducts face - to- face consultative needs analysis interviews with prospective bulk customers.
- Prepares and presents professional sales proposals and presentations that align with client goals and objectives for their properties.
- Qualifies new leads and requests site surveys to determine feasibility of serviceability of prospects, including submission of ROI analysis.
- Maintains sales funnel information to report sales activity and customer information in Sales Force.
- Works in conjunction with other departments to ensure seamless customer experience from sales process through installation. (Engineering, Construction, Customer Service, Accounting)
- Works with manager to assist with budget and re-forecast of revenue and growth activity.
- Attends all department sales meeting as required by management.

Requirements:

- 3-5+ years outside sales experience; demonstrated success in acquiring new clients.

- Proven track record of success selling into multi-dwelling buildings.
- Must be self-motivated and have the ability to work independently.
- Have a strong work ethic and sense of pride in representing our brand.
- Excellent Time Management, Prospecting and Interpersonal skills.
- Strong and effective communication skills both oral and written.
- Working knowledge of Microsoft Office (Excel, Word, PPT, and Outlook).
- Associates or Bachelor's degree preferred and/or 3-5+ years of sales experience.
- Valid driver's license, clean record and reliable transportation.