



JOIN OUR TEAM!

Account Executive, Westman Business – Brandon, MB

WESTMAN COMMUNICATIONS GROUP is seeking applications from energetic, highly motivated professionals to become part of our team. Westman is a successful, fast-paced, and dynamic organization, with a positive, team-oriented work environment. We offer competitive compensation including a comprehensive and unique benefits package. Leverage your knowledge with a local technology leader.

What you'll do:

- Prospect and develop new business opportunities within a geographic territory to sell our business products and services
- Maintain a high level of new business productivity through acquisition of new clients
- Leverage existing internal sources of sales leads
- Prepare proposals, customer account plans, and sales forecasts
- Create client presentations, proposals, and reports
- Accurately forecast revenue and new business development
- Use customer relationship management software to record and track progress
- Reach agreed upon sales targets by the deadline

What you'll bring to the team:

- Proven experience in a face-to-face sales environment (minimum 3 years)
- Exceptional customer service skills to create meaningful relationships with our customers
- Strong track record of success
- A resilient sales professional who is solutions orientated
- The ability to learn quickly and troubleshoot issues independently
- Must be a committed self-starter who has the drive to succeed in a high-energy team environment
- Must be highly motivated with excellent interpersonal, communication, and presentation skills
- Competitive product and technological knowledge of the internet, data, and telecommunications industry is an asset
- Valid driver's license and must be willing to travel as required

Deadline for applications: NOON on Tuesday, October 12, 2021.

As an equal-opportunity employer, we encourage applications from all qualified individuals. While we thank each applicant for their interest, only selected candidates will be contacted.

Apply today to join our team at <https://westmancom.com/careers>

and begin your exciting career journey with us!

