
Enterprise Sales Executive | Washington D.C.

Role: TeleGeography is looking for a confident and professional individual to join their sales team as an Enterprise Sales Executive selling their portfolio of enterprise focused research services and managing existing enterprise clients throughout the Americas.

The role is full time, based in TeleGeography's Washington DC office.

Reporting to the Global Director of Sales, the successful candidate's primary duties will include:

- Prospecting and selling TeleGeography's enterprise-focused research and benchmarking services
- Renewing and growing an existing book of enterprise business within the Americas
- Managing existing client requests and enquiries
- Forecasting and communicating about sales opportunities with senior management
- Representing TeleGeography at telecommunications industry conferences and events

Candidate: The successful candidate will have:

- Previous sales and/or account management experience is desirable
- A demonstrated ability to communicate, present and influence credibly
- Confident inter-personal skills are essential, both on the phone and in person
- The successful candidate must be prepared to travel internationally and be willing to interact with multiple cultures
- An interest in technology, particularly telecommunications, would be advantageous

Company: TeleGeography is a privately held telecommunications market research and consulting firm with offices in California, Washington DC, Exeter, and Singapore. Our primary research areas include telecom service pricing and benchmarking, international networks, undersea cables, international voice traffic, and retail telecom markets. Our clients include large scale enterprises, service providers, equipment makers, investors, and governments.

Salary: Basic \$50,000 - \$60,000 annually depending upon experience. Commission uncapped (On target earnings \$40,000).

Additional Benefits:

- 401(k) Plan (effective after 3 months of service)
- Healthcare, dental, and vision coverage (effective the first of the month following 60 days of employment)
- \$20,000 Basic Life and AD&D Insurance Coverage
- 3 weeks paid vacation (5+ years = 4 weeks)
- 3 days sick leave per year

Job Type: Full-time