

Comcast

Entry Level Business Account Executive Opportunity

Job Responsibilities:

- Sales of Comcast Commercial Internet, Video and Voice services to small and mid-size businesses.
- Generation of new leads with targeted businesses through various prospecting activities, including cold calling, canvassing, customer referrals, and partner relationships.
- Create and perform face-to-face sales presentations to match Comcast products and services with identified customer needs.
- Management of defined Territory to include development of local business partnerships and organizational affiliations and local enhancement of Comcast positioning and brand.
- Remain knowledgeable of Comcast products and services to facilitate sales efforts.
- Achieve and exceed assigned sales and business quality objectives.
- Maintain sales records and prepare sales and activity reports as required.
- Adherence to all company standards and business professionalism.
- Punctual, regular, and consistent attendance.
- Perform other duties as assigned

Minimum Qualifications for Hire:

Education (degree) B.A. or B.S. Degree preferably in Business or Sales and Marketing, or the equivalent in work experience.

Must have a car and valid driving license.

The Business Account Executive (BAE) package includes:

- Competitive base salary
- Uncapped commission plan
- Excellent hands-on training program
- Flexible work schedule
- Medical
- Dental
- Vision
- 401K
- Flexible Spending Accounts
- Relocation for students
- Additional voluntary benefits (mortgage services, legal services, pet insurance, etc)

**Please forward resumes to Deanne McDougall
Deanne_McDougall@comcast.com**

Comcast is an Equal Employment Opportunity/Affirmative Action/Drug-free workplace employer.