



# Alluvion Communications

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**JOB TITLE:** Account Executive

**REPORTS TO:** Subsidiary Manager

**DEPARTMENT:** Sales

**FLSA STATUS:** Exempt

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## **JOB SUMMARY:**

Alluvion Communications is a provider of bespoke, fiber-based technology solutions serving businesses and communications service providers.

Alluvion Communications' vast portfolio includes Internet access, Ethernet and PDNs, Voice solutions including HPBX and Cloud Call Center, and Dark Fiber and Lit Fiber solutions. We work closely with clients to achieve greater business success by providing these right-fit solutions designed to meet their evolving needs.

The Alluvion Communications Account Executive is a field sales position, selling voice, data, fiber, and cloud services. The position will focus on showing prospective clients how Alluvion Communications' Smart, Fast, and Reliable business solutions will help satisfy their growing communications needs.

The Account Executive reports directly to the Subsidiary Manager.

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## **PRIMARY JOB DUTIES:**

- Grow key relationships within named accounts to support the fast-growing business
  - Develop customer-centric solutions for complex services
  - Create and deliver proposals on product benefits, aligning with client needs
  - Consistently achieve monthly sales and revenue quotas
  - Maintain customer database
  - Identify target markets, industries and contacts for product portfolio
  - Qualify new leads and prospects, including submission of ROI analysis
  - Work in conjunction with Account Management, Sales Engineering and Marketing
  - Build network through referrals, prospecting calls, trade shows and peers
  - Attend sales meetings and training sessions
  - Perform other duties as needed
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## SKILLS AND COMPETENCIES:

- 3+ years of telecommunications business-to-business sales experience
- Skilled in quickly analyzing customers' needs and recommending a solution
- Proven record as top sales performer, exceeding revenue quota
- Collaborative and accountable team member
- Familiarity with Salesforce or other CRM's
- Extensive knowledge of Microsoft Office
- Strong written and verbal English communication skills
- Positive attitude with strong presentation skills
- Deadline driven in a dynamic fast-paced environment
- Motivated by commission based model
- Coachable, with entrepreneurial spirit and ability to work independently
- Experience with LAN and WAN technologies, high-capacity and fiber networks

## EDUCATION AND EXPERIENCE:

- High school diploma or equivalent (required)
- Bachelor's Degree in business or technology-related field (required)

## ADDITIONAL REQUIREMENTS:

- Will be asked to provide 39 months driving record. Position requires insurability under GRTI insurer requirements.
- Will be required to pass a pre-employment drug test and background check.

As a matter of Company policy, all employment is on an at-will basis, meaning that employment shall last for so long as mutually agreeable. Either the employee or the Company may terminate the employment at any time with or without cause.

Preference in filling vacancies is given to qualified enrolled Gila River Community Members, other Indians, and non-Indian spouses of officially enrolled Community members in accordance with Tribal Employment Rights Office (T.E.R.O.) Ordinance (No. GR-02-09, Gila River Indian Community).

**Gila River Telecommunications, Inc. is an Equal Opportunity/Affirmative Action Employer, subject to Indian Hiring Preference.**