

United States Jobs Expertini®

Sr Enterprise Solutions Acct Exec

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Company: Comcast

Location: United States

Category: computer-and-mathematical

Description

Core Responsibilities

Creates and delivers face-to-face sales presentations to strategic prospective clients that demonstrate knowledge of the latest Comcast products and services. Sells with goals of exceeding departmental financial and unit targets. Stays abreast of competitive landscape and emerging technologies to best position Comcast Business Services in the marketplace.

Develops the strategy of the sales territory, including identifying strategic partnerships, planning the development of a territory and cultivating local partnerships and organizational affiliations. Actively researches and generates new leads with targeted businesses through various prospecting activities, including cold calling, canvassing, customer referrals and partner relationships. Actively seeks ways to promote and position the Comcast brand within territory.

Retains customer base by delivering on the Comcast credo, ensuring a superior customer experience. Maintains and builds customer relationship to drive customer retention. Works with internal teams to ensure operational efficiencies and service levels meet and exceed customer expectations through strong customer service orientation with excellent follow up skills.

Maintains accurate and quality sales records and prepares sales and activity reports as required.

Acquires and manages new and existing accounts in the commercial Fortune 500 space.

Achieves and exceeds all sales quotas and targets.

Develops and manages a comprehensive sales funnel that clearly delineates a path for quota attainment.

Works closely with the finance and engineering groups to ensure proposed solutions are both fiscally and operationally sound.

Attends out-of-the-office meeting with customers on a regular basis and demonstrates excellent verbal and written skills and skill presenting, persuading and negotiating.

Consistent exercise of independent judgment and discretion in matters of significance.

Regular, consistent and punctual attendance. Must be able to work nights and weekends, variable schedule(s) and overtime as necessary.

Other duties and responsibilities as assigned.

Employees at all levels are expected to:

Understand our Operating Principles; make them the guidelines for how you do your job.

Own the customer experience - think and act in ways that put our customers first, give them seamless digital options at every touchpoint, and make them promoters of our products and services.

Know your stuff - be enthusiastic learners, users and advocates of our game-changing technology, products and services, especially our digital tools and experiences.

Win as a team - make big things happen by working together and being open to new ideas.

Be an active part of the Net Promoter System - a way of working that brings more employee and customer feedback into the company - by joining huddles, making call backs and helping us elevate opportunities to do better for our customers.

Drive results and growth.

Respect and promote inclusion & diversity.

Do what's right for each other, our customers, investors and our communities.

Disclaimer:

This information has been designed to indicate the general nature and level of work performed by employees in this role. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications.

Compensation

This job can be performed in Colorado with a Pay Range of \$104,000.00 - \$183,040.00 Targeted Commission: \$85,000.00 Our sales compensation programs offer the potential for significant upside above targeted earnings for those who overachieve their sales targets.

Comcast intends to offer the selected candidate base pay dependent on job-related, non-discriminatory factors such as experience. Base pay is one part of the Total Rewards that Comcast provides to compensate and recognize employees for their work. Most sales positions are eligible for a Commission under the terms of an applicable plan, while most non-sales positions are eligible for a Bonus. Additionally, Comcast provides best-in-class Benefits. We believe that benefits should connect you to the support you need when it matters most, and should help you care for those who matter most. That's why we provide an array of options, expert guidance and always-on tools, that are personalized to meet the needs of your reality – to help support you physically, financially and emotionally through the big milestones and in your everyday life. Please visit the on our careers site for more details.

The application window is 30 days from the date job is posted, unless the number of applicants requires it to close sooner or later.

Education

Bachelor's Degree While possessing the stated degree is preferred, Comcast also may consider applicants who hold some combination of coursework and experience, or who have extensive related professional experience.

Certifications(if applicable)

Relative Work Experience

7-10 Years Comcast is proud to be an equal opportunity workplace. We will consider all

qualified applicants for employment without regard to race, color, religion, age, sex, sexual orientation, gender identity, national origin, disability, veteran status, genetic information, or any other basis protected by applicable law.

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