Account Development Executive

**Location:** 65 Cedar Pointe Drive, Unit 804, Barrie, ON, L4N 5R7  
**Hours:** Full Time (M-F 8:30am to 5:00pm)

Telizon is a full service Telecommunications provider of high quality reliable products for Businesses of all sizes. We have been successfully operating for twenty seven years and have enhanced our product offering to include Voice over Internet Protocol products to go with our traditional product offerings. We have an immediate need for an Account Development Executive who will report to the Account Development Manager.

The Account Development Executive is primarily responsible for managing high value accounts and promotion of new products and services to existing customers. Also responsible for sales of our new products to potential customers.

**Specific Responsibilities:**

* Manage accounts based on revenue contribution.
* Manage customer perception of satisfaction with Telizon & build client relationships through servicing contacts.
* Technical assistance on products & services including repair assistance.
* Analysis of competitive offerings & creation of counter offers to further secure business.
* Promotion of new products and services back to base.
* Responsible for proposal of some new sales for our new products.
* Provide on-site provisioning for new high revenue customers or complex conversion orders.
* Respond to complaints and resolve issues aiming to customer contentment and the preservation of Telizon’s reputation.
* Provide customer consulting on service applications & specialized setups.

Account Development Executive (continued)

**Qualifications:**

* Experience in telecommunications voice and data sales.
* Experience in account management and customer service.
* Dependable transportation required.

**Knowledge and Skills:**

* Excellent communication/presentation skills and ability to build relationships.
* Effective organizational and time management skills.
* Strong problem identification and objection resolution skills.
* Good working knowledge of MS Word, Excel, Outlook, etc.
* Ability to work individually and as part of a team.
* Self-motivated, with high energy and engaging level of enthusiasm.

We offer our employees a competitive salary, benefit package and parking.   
  
If you are interested in joining our growing company, please e-mail your resume (MS Word and PDF formats only) to [**resumes@telizon.biz**](mailto:resumes@telizon.biz)

**Be sure to quote “Account Development Executive” in the title.**  
We thank all applicants for their interest, however, only applicants selected for an interview will be contacted.