

Litestream Account Manager – St. Augustine (St. Johns County)

Litestream understands that the availability of sophisticated telecommunications services is an integral part of creating lasting appeal for both current and potential members of a community.

Litestream is a proven service provider that specializes in working with Homeowners Associations and Property Management Firms to provide cutting-edge, affordable solutions.

Job Overview:

Responsible for selling products and services to privately owned multi-dwelling properties/communities. Serves as point-of-contact for customers in assigned area. Manages contracts for accounts. Represents the Company at meetings social functions or in the community. Has in-depth experience knowledge and skills in own discipline.

Tasks:

- Secures new and maintains existing commercial accounts within privately owned multi-dwelling properties/communities. Establishes bulk agreements for cable and broadband services. Secures new and maintains existing commercial internet video and voice services. Generates new leads with targeted businesses through various prospecting activities including cold calling canvassing customer referrals and partner relationships. Provides exemplary customer service in order to build and maintain strong relationships between customers and the Company. Addresses complaints quickly including billing and service issues provides prompt follow up and advises management of any situation outside positions scope of authority. Manages new contract negotiations. Reviews all associated documentation for accuracy. Reviews assigned territory to ensure all customers are contacted on a prescribed periodic basis. Assists in the preparation of project status reports; maintains accurate sales/service records and customer activity records. Keeps current regarding developments within the industry. Monitors and evaluates competitive services and products. Achieves and exceeds assigned sales and business quality objectives. Makes presentations to Managers and Developers and attends meetings and social functions to maintain a high level of visibility for the Company. Serves as a guide and mentor for fellow team members. Assists in the training of new Account Executives. Quantifies capital needed for business unit activities and operating expenses. 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) as necessary. Other duties and responsibilities as assigned.

Requirements:

- Bachelor's Degree or Equivalent-Business Marketing-Generally requires 3-5 years related experience

Additional Requirements:

Highly Preferred Qualifications:

8 to 10 Years of relevant experience in telecommunications and/or the multifamily real estate market and/or commercial real estate sales experience.

Candidate must have proven experience building and maintaining a sales funnel specifically generating ones own leads all the way through contract closing.