



Position:

Business Account Executive

Location:

218 Lincoln St, Allston, MA

Start date:

Immediately

About Us:

netBlazr provides affordable, high-speed internet to residences and businesses in Boston as an alternative to the "big guys" that force people into high-cost service bundles for things they don't want. netBlazr was a finalist in the MassChallenge, a MITX Innovation Award Winner, selected Boston Globe "Game Changer", and is Boston's only 5-star rated ISP on yelp.

Position Overview:

We seek a goal-oriented self-starter to grow netBlazr's business customer base in the Metro Boston market. This is a position for a person who wants to make an impact, not just a living.

Job Responsibilities:

- Prospect and cold call to businesses in Boston
- Book and attend minimum of 3 face-to-face appointments per week.
- Maintain CRM database of prospects, leads, and customers.
- Work with marketing to generate qualified leads and achieve sales goals.
- Develop techniques to geo-target prospects within netBlazr coverage area.
- Work with IT Service Providers (Channel Partners) in Boston to generate leads.
- Develop marketing and sales materials to drive sales.
- Leverage customer enthusiasm to gather feedback on our service and collect referrals.

Qualifications:

- Bachelors Degree, preferably in marketing or emerging technology field.
- 3+ years B2B sales experience, preferably in telecom or IT.
- Computer skills: PowerPoint, Excel, Word, CRM.
- Any exposure to start-up work environment is desirable.
- Auto transportation required to meet customers throughout Boston.

To Apply:

Please send resume to **recruiting at netblazr dot com** with "**Account Executive**" in the subject line. We regret we can only respond to those candidates who meet the minimum qualifications. netBlazr is an Equal Opportunity Employer.