

Account Manager

Applicants without wireless experience (non-retail) will not be considered.

Applicant must have proven experience working with Tier 1 & Tier 2 Wireless Carriers and their subcontractors.

Travel Requirement: 25% Travel / 75% Office

Sales Experience: 5+ Years

About Us:

For nearly two decades, Launch 3 has been a steadfast presence in the wireless industry, earning a stellar reputation for delivering exceptional customer satisfaction. Today, we proudly serve as a trusted provider, meeting the diverse needs of countless companies seeking reliable products to address the ever-growing demand for faster connectivity. At Launch 3, we are more than just a distributor, we are a strategic partner in the world of wireless telecommunications.

Job Description:

We are seeking a motivated and results-driven Outside Sales Representative to join our team. In this role, you will be responsible for generating sales, building relationships, and promoting our products/services in your designated territory. You will be the face of our company to clients and potential customers, working to understand their needs and providing tailored solutions. Candidate is responsible for promoting all categories of wireless telecom material including, but not limited to: Line & Antenna, DAS/Small Cell, Steel, Electrical, Cabling, Coax, Consumables and more. The successful candidate will need to clearly understand the marketplace and how to exploit available resources to present solutions to secure new opportunities. Candidate must be comfortable making 50+ calls a day, to both cold and warm leads.

Key Responsibilities:

- Prospect and identify potential clients within your assigned sales territory.
- Conduct in-person meetings and presentations with clients to understand their requirements and present our products/services.
- Attend and represent Launch 3 at national and local trade shows, networking events, and industry specific events.
- Conduct market research and stay updated on industry trends to identify new opportunities.
- Deliver persuasive sales presentations to showcase our products/services.
- Develop and maintain a deep understanding of our offerings and how they can meet client needs.
- Build and maintain strong client relationships to foster repeat business and referrals.
- Initiate face-to-face customer contact with high value enterprise accounts.
- Stay updated on industry trends, competitors, and new technology developments.
- Record and manage sales activities in our CRM system.
- Work closely with the inside sales team to deliver customer quotes affectively and promptly.
- Meet or exceed sales targets and quotas set by the company.
- Provide regular updates on sales progress and activities.
- Deliver a world class customer experience through effective relationships with customers and staff both internally and externally.
- Be willing to travel frequently within your sales territory to meet clients and prospects.
- Report directly to Director of Sales

Qualifications:

- Proven experience in outside sales/ account management.
- Results-oriented with a track record of meeting or exceeding sales goals.
- Strong product knowledge and the ability to communicate technical information to clients.
- Exceptional communication and negotiation skills.
- Self-motivated with the ability to work independently and manage time effectively.
- Customer-centric approach with a focus on understanding and addressing client needs.
- Strong organizational skills and attention to detail.
- Excellent interpersonal and customer service skills.
- Proficiency in using CRM software and sales tools.
- Valid driver's license and reliable transportation for travel within your territory.
- Bachelor's degree in business or communications is required.

How to Apply:



LAUNCH3DIRECT.COM

27 Daniel Rd, STE 1, Fairfield, NJ 07004-2520 Phone: (877) 878-9134 Fax: (646) 536-3866

Interested candidates are invited to submit their resume and a cover letter explaining why they are the ideal candidate for this position to marketing@launch3.net