



## Sales Executive Training At A Successful Technology Firm

BayRing is a rapidly growing and successful telecommunications provider. With new services in development, BayRing is poised to grow at an even faster rate than has been achieved in the past. A vital component of this growth strategy is to hire and provide training to high performing sales professionals. To do this, we must find individuals that have the right mix of education, personality, ambition and client focus.

Do you feel that you have or could develop the following qualities?

- The ability to initiate and develop new business relationships?
- The willingness to take complete responsibility for your results and performance?
- The confidence and self worth to face rejection and not take it personally?
- The ability put yourself in the shoes of your client and understand their needs as if they were you own?
- The ambition and goal oriented attitude that it takes to succeed?
- The honesty and straightforward approach to make sure that you put the client first, above all else?

We believe that the marketing of a reliable technology service begins with a true sales professional. A person that has the client in mind at all times and has incredible integrity, along with product knowledge. The combination of the two allows them to develop strong relationships with clients and business associates.

The Junior Account Executive program is a great opportunity for someone that sees themselves becoming a huge success in the sales and marketing field as well as the telecommunications industry. BayRing is a leading provider of next generation technologies, including a popular line of high-speed Internet services as well as advanced voice solutions including Voice over IP.

As a result of our focus on relationship building and product knowledge, we have devised a sales executive training program to develop the skills necessary to take the next step. As a Jr. Account Executive, your core responsibility is to show that you are ready for advancement. The day to day activities will vary but will include the following:

- Generate new appointments with commercial accounts through cold calling and prospecting.
- Attend all training seminars and gather pertinent information for your own compilation of sales resources.
- Aggressively seek out information and become an expert on BayRing products and services.
- Participate in weekly sales meetings and be prepared to present weekly reports on your progress as well as the results of projects, including case studies and client interactions.
- Job shadow existing Account Executives in the field

We expect that you will advance through the program within 3-6 months of hire. This fast track approach ensures that you'll meet your own personal career goals but also allows us the opportunity to expose you to many facets of our business in a way that will set you up for success. We offer two pathways for advancement: Inside Sales for our Business Development group or an Account Executive position with a defined territory. Commitment to a particular path can either be made prior to acceptance of the position or a few months into the program.

There are many reasons to work for BayRing, here are just a few of the positives you can expect:

- A competitive compensation package that includes a base salary, commission plan, bonus plan, health, vision, dental, life, short/long term disability, 401(k) and paid holidays/vacation
- A fun work environment
- Employee discounts on Phone & Internet services
- Opportunities for growth and advancement
- A focus on long-term relationships with both employees and clients

## **About BayRing**

BayRing is a premium provider of Voice and Internet services throughout Northern New England. Our services represent excellence to both our clients and employees. We believe that our **sales team** is one of our best assets; each individual is part of the fabric of the services that we provide.

Our team is well known in the industry for its honesty, commitment, work ethic and respect for both our clients and each other. We are ready to train and provide hands-on support for a candidate that wants to learn what relationship selling, the marketing and selling of services and the telecommunications industry is all about. Please send your resume by fax, letter or e-mail to:

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