**Senior Account Executive**

**Locations:** Dayton, Columbus and Cleveland, Ohio

**Department:** Telecom Sales

**Type:** Full-Time

We are looking to add to our sales force in our Cincinnati, Dayton, Columbus, and Cleveland offices. The ideal candidate will have a similar passion of building the business by providing the highest level of customer satisfaction available in the industry today.

**Why PRO OnCall?**

PRO OnCall Technologies is one of Ohio’s largest single-source provider of voice and data solutions. We support our clients with industry leading products, value-added services, and unmatched support. For over 60 years our business has been distinguished by the expert, full service care we provide to every PRO OnCall client—no matter how big or small. Our team takes great pride in building a strong relationship with every client, getting to know their business, challenges and emerging needs. PRO OnCall has offices in Cincinnati, Dayton, Columbus, and Cleveland and over 70 dedicated individuals who work toward a common goal of providing the highest level of customer service to our clients. As one of Toshiba’s largest US partners, as well as strong partnerships with ShoreTel, and Zultys, PRO OnCall has the right solution for all customer applications.

**What you need to be considered:**

* Self-motivated, goal-oriented, and detail-oriented personality traits
* Proven sales success starting from prospecting throughout the entire sales process
* Strong written, verbal and presentation skills
* Strong computer skills
* Solid relationship builder
* Good business sense and the ability to communicate with C-Level executives

**What would be considered a plus on your resume (not a requirement):**

* 2 Plus years of experience selling phone and business technology solutions.
* Previous experience with Toshiba, ShoreTel or VoIP in general is a plus.
* Industry knowledge and understanding of the benefits of various solutions (PBX, VOIP or IP PBX)

**What you’ll be doing at PRO OnCall Technologies:**

* Building your future with one of Ohio’s largest and well-recognized provider of voice and data solutions to business.
* Finding and following up with prospects; telemarketing, cold calling, networking,….etc.
* Reporting weekly on activity and pipeline
* Building and maintaining relationships with contacts and lead sources
* Designing, proposing, and closing the best business communication solution from our industry leading product offerings.

**What’s in it for you:**

* A team that understands what tools you need to be successful and the resources to provide them
* Great benefits package
* An operations and senior management team that shares the same goals and passion as the sales team
* Being part of a stable, growing company that knows the meaning of employee and customer loyalty

Qualified candidates please submit a current resume, along with salary history to [steve.bennett@prooncall.com](mailto:ithr@prooncall.com)