

## **Systems Sales Professional**

Tachyon Networks, Inc, a single-source provider of global satellite technology solutions and services, offers the reliability and performance of terrestrial network services for Fortune 500 and government customers.

Tachyon Networks is currently seeking "hunter" type sales executives to work with existing account bases and prospect new business, call on decision-makers of Fortune 500 businesses in a highly competitive market; sell value and solutions over price, using a disciplined sales process. Should have experience in Oil and Gas, Energy, Government contracts, Emergency Services, events, and back-up.

### **Sales Results:**

Build your own business and customer base by meeting and exceeding quarterly sales quota objectives by acquiring and retaining commercial accounts. Generate new business in designated markets through prospecting, cold calling, networking and leads and referrals. Identify customer needs and utilize solution-based selling techniques to fully demonstrate the value of Tachyon products and services. Negotiate and close deals.

### **Customer Retention:**

Provide follow-up training for new customers, handle equipment issues, interact with various departments on customer service issues. Maintain and grow existing customer base and manage churn.

### **Ordering Processing and Reporting:**

Fully utilize all sales force automation, funnel management and prospecting tools. Responsible for completing contracts and report-generation including tracking and forecasting reports.

### **Training / Meetings:**

Continuously update knowledge of satellite and data networking services, industry trends and the competitive dynamics of the marketplace. Participate in training opportunities on products and services and attend sales meetings.

### **Qualifications:**

Bachelor's Degree or equivalent work experience preferred.

8-10 years sales experience preferred, experience in telecommunications desirable but not mandatory.

Excellent targeted prospecting, cold-calling and customer service skills.

Professional solution-based selling and account management skills.

Effective negotiation and closing skills required.

Demonstrated ability to create sales proposals and to acquire small to mid-sized multi-unit accounts.

Excellent planning and forecasting skills along with knowledge of account development strategies.

Knowledge of data networking industry products and services desired.

Excellent interpersonal, written and oral communication skills.

The ability to work well in a dynamic, fast-changing environment that requires a high degree of multi-tasking with minimal supervision.

Effective use of PC including Microsoft Office required.

**Compensation:**

Unlimited earning potential with a competitive base salary and attractive commission package. Comprehensive employer paid benefits package.

Founded in 1997 with headquarters in San Diego, Tachyon operates the world's largest broadband satellite network and is the first satellite broadband service provider to ensure quality of service, backed by a guaranteed Service Level Agreement program. Tachyon solutions enable remote Internet and private data network access, VOIP, digital video distribution, business continuity/disaster recovery and terrestrial network backup. Tachyon supports corporate and government customers worldwide in key verticals such as construction, energy, financial services, government and defense, entertainment, manufacturing, transportation, and utilities. By ensuring that enterprise applications run smoothly over its satellite broadband network, Tachyon enables its enterprise customers to more effectively focus on their core businesses. Tachyon offers its team a competitive compensation package that incorporates benefits and personal and professional growth opportunities.