MegaPath Job Opportunities – Pleasanton, CA 94566

Job ID: 1307

Inside Sales - Business VoIP/Cloud/Managed Services – Pleasanton, CA 94566

MegaPath is one of the largest privately held, facilities-based Managed Services providers in the US. We provide business-class Hosted Voice, Cloud Services, Internet Access, Private Networking and Managed Security Services to SMB and Enterprise businesses **nationwide**. Our Hosted Voice solution has won multiple 2014 Product of the Year awards, and MegaPath is consistently the highest awarded vendor by the Telecom Association partner community.

MegaPath Product Portfolio

MegaPath operates a nationwide all-optical IP network that serves over 235 metro markets. Our product portfolio includes:

- Internet Access: Business Ethernet, T1, DSL, Cable and Wireless
- Hosted Voice with Unified Communications
- SIP Trunks, PRI and Analog Lines
- Networking Services including MPLS and Managed WiFi
- Managed Security and Compliance Services
- Cloud Services (Hosted Exchange, SharePoint, Data Backup, and Cloud Hosting)

Role: Business Sales Executive II - Pleasanton, CA 94566

This important member of the Inside Sales team is responsible for selling MegaPath's full product suite to existing and potential MegaPath business customers through proactive outbound phone and web sales efforts.

We have a Fast Paced and Fun Sales Environment which Offers:

- **Competitive Salary**
- **Generous Commissions (Uncapped)**
    - Salary Accelerators
    - Quarterly Bonus
    - Spiff Programs (Cash, Prizes and More!)
- **Company-wide Recognition**
    - 100 Seat Club
    - Presidents Club
    - Employee and Salesperson of the Month
    - Career Growth Potential

- **Training**
  - Product Training
    - Certifications:
      - Cloud
      - Hosted Voice
  - Sales Training
    - Dedicated Sales Trainers
    - Dedicated Product Trainers
    - Basic Sales Training
    - Ongoing Sales Training
    - Channel/Partner/Agent/Enterprise Model Training
    - Systems (Orders, Billings, Leads, SalesForce)
- **Sales Tools**
  - Pre and Post-Sales Support Specialists
  - Sales Engineering Specialists
  - Customer Service Team
  - Automated Marketing Program (Inbound/Warm Leads)
  - Partner / Telecom Agent Community Access

Major Responsibilities:

- Sell the company's products and services, including Business VoIP, Internet Access, Business Networks, and Cloud Services, using consultative-selling tactics
- Swift follow-up on leads with Prospects; developing leads that align with the company's business strategies
- Maintain 40+ calls/day out to Prospects and Customers
- Achieve and exceed monthly sales quotas as defined by management
- Adhere to sales guidelines as communicated
- Document all initial and ongoing customer contacts as required
- Use Salesforce.com to track, forecast, and manage the opportunity pipeline from initial inquiry to booked revenue and beyond
- Quickly learn about and adapt to new products and services
- Develop new and creative ways to capitalize on marketing efforts
- Uphold the highest levels of integrity and customer service
- Carry out other responsibilities as assigned

Key Skills/Experience:

- 3-5 years of sales experience in an inside or outside capacity
- Ability to work independently and think strategically regarding customer account acquisition and development
- Experience in a quota-based sales environment
- Experience with a technical service offering preferred, ideally with computer or telecommunications technology

Employee Benefits:

MegaPath strives to provide its employees with competitive pay, a complete benefits package and good work-life balance.

If you want to make a difference with your performance and seek a new challenge, we encourage you to apply with MegaPath.

Apply: chris.atkinson@megapath.com