



**HIGHWINDS®**

**Position: Account Executive**

**Location: Winter Park, FL, Costa Mesa, CA, Phoenix, AZ**

**About Us:**

Highwinds is an established leader in multi-platform IP services, content replication and delivery software and services. Since 2002, we have provided for the advancement of a wide range of technologies - including messaging bus architecture, network management, distributed file systems and advanced routing methods.

If you are motivated to deliver high quality and innovative services, Highwinds can offer you a great career opportunity. We offer benefits including 401k, medical, dental, vision, paid time off, and a competitive salary plus commission to qualified team members.

**Job Summary:**

The Inside Sales Representative will generate new CDN business opportunities and increase sales revenue, identify and recruit new customers in a strategic fashion to maximize revenue generation, generate accurate forecast and sales activity reports and work in coordination and collaborate with Highwinds' field sales and strategic alliance.

**Personal Skills:** (Qualified applicants must be able to demonstrate the following.)

- A strong sense of responsibility and initiative
- A strong desire to learn and improve
- An ability to prioritize and organize tasks carefully and accurately
- An ability to work independently and as part of a team
- Dedication and commitment to providing continuous service for the advancement of technology
- Communicate with all levels of management and company personnel
- Handle multiple projects and tasks
- Make decisions and solve problems while working under pressure
- Excellent interpersonal oral and written communication skills

**Responsibilities:**

- Identify larger customers and markets, qualify prospects and contact qualified prospects in order to meet regional sales targets.
- Identify and recruit new customers in a strategic fashion to maximize revenue generation and generate accurate forecast and sales activity reports.

**Qualifications:**

- Bachelors degree in Business, Marketing or Engineering is preferred.
- Minimum of 5+ years of successful quota carrying sales and/or sales management experience in the fields of streaming or content delivery network services, IP Transit/Transport, Colocation coupled with managed web hosting services.
- Demonstrated, strong leadership, communication, and interpersonal skills. Proven track record as a successful field-based salesperson.
- The ideal candidate should have a proven track record of strategic sales success with enterprise and global accounts.
- Preferred experience with CDN, IP Transit and Colocation.

**Working Conditions:**

- Basic office environment.

***This job description is not intended to be all inclusive. Applicants must be legally permitted to work in the U.S. in order to have their application considered.***

***Highwinds is an Equal Opportunity Employer.***

If you are interested in this position with Highwinds, please submit your cover letter and résumé to [careers@highwinds.com](mailto:careers@highwinds.com). In the subject line of your email, please include the title of the position.

If your experience and qualifications match our current needs, you will be contacted by a member of our human resources team. We look forward to hearing from you!