



## Sales Executive

**Location:** Hybrid position in four locations: Peoria, Springfield, Bloomington, or Rockford Illinois.

### We're Scaling. Are You Ready to Own Your Success?

We're expanding, and with growth comes limitless opportunity. If you're a driven, competitive sales hunter who craves big wins, high earnings, and total control over your success, this is your chance to dominate your market and build a 6-figure career in a fast-paced, high-energy sales environment.

If you're the type who thrives under pressure, refuses to settle for mediocrity, and enjoys winning in a high-stakes game, keep reading.

### What You'll Do (Your Playbook for Success)

- Own your territory. Be in the field, meet with decision-makers, and hunt for new business across all sizes and segments.
- Crush your targets. Exceed quota and sales goals with precision and consistency—nothing less.
- Dominate the competition. Identify, pursue, and close high-value deals, leveraging our cutting-edge product portfolio and best-in-class onboarding and customer service.
- Be a strategic closer. Master high-impact negotiations, pitch with confidence, and close deals efficiently.
- Leverage your network. Your local business connections are your power base—tap into them and expand your influence.
- Stay ahead of the game. Monitor the competitive landscape and seize new market opportunities before anyone else does.
- Maximize your commissions. Our uncapped earnings model means your hustle determines your paycheck—top performers earn big.

### What You Bring (Your Competitive Edge)

- A fearless, hunter mentality—you thrive on closing new business and dominating the competition.
- Proven sales success (3-5+ years) in telecommunications or technology.
- Expertise in Internet, Data, Voice & Cloud Solutions highly preferred.
- Deep local business ties in Rockford, Springfield, Bloomington or Peoria—you know the players and have the connections.

- Relentless drive to win—you push limits, overcome objections, and never back down from a challenge.
- High-level consultative sales skills—you identify client pain points, present solutions with confidence, and control the sales process from start to finish.
- Ability to multitask and pivot fast—this industry moves quickly, and so do you.
- Strong negotiation, presentation, and closing skills—you can hold your own in any boardroom.

### **What You Get (Why You Want This)**

- Uncapped earning potential—top performers make six figures, no limits, no caps.
- A powerful product suite backed by white-glove customer service and a world-class network.
- A fast-paced, agile company—we move quickly, adapt instantly, and reward top performers with rapid advancement.
- Full sales support—work alongside Sales Engineers, Voice Solution Specialists, and other pros who ensure your clients stay satisfied.

This is NOT just another sales job. This is YOUR chance to build a career, control your success, and be recognized as a top performer in a highly competitive industry.

### **Benefits:**

- 401k matching
- Dental Insurance
- Health Insurance
- Life Insurance
- Vision Insurance
- Business expense reimbursement
- Mileage reimbursement
- Paid time off
- Hybrid schedule