Commercial Sales Executive

Job Summary
We are seeking a high-performing, "hunter" mentality Sales Executive to drive revenue growth by selling our high-capacity metro fiber infrastructure to enterprise customers within our onnet data centers throughout the Chicagoland area. The ideal candidate has a deep understanding of the data center ecosystem, including Meet-Me-Room (MMR) connectivity, outside/inside plant network configuration requests, and will focus on maximizing Data Center building penetration via new customer acquisition.

Key Responsibilities

- **Generate New Revenue:** Proactively hunt and secure new, high-value opportunities within assigned metropolitan data centers
- **Strategic Selling:** Cultivate and manage relationships with key stakeholders, including data center facility managers, network engineers, and IT decision-makers.
- **Technical Consultation:** Leverage a deep understanding of fiber infrastructure to design and present tailored connectivity solutions, such as dark fiber, DWDM, and Ethernet, addressing client requirements.
- **Market Penetration:** Maximize penetration of existing onnet data centers, ensuring high-speed data services are utilized by tenants.
- **Sales Cycle Management:** Manage the full sales cycle from initial prospecting, lead generation, cold calling, and networking to proposal submission, contract negotiation, and final closing.
- **Collaboration & Forecasting:** Work closely with engineering, OSP (Outside Plant), and product teams to assess feasibility, build cost-effective solutions, and maintain accurate sales forecasts.
- **Industry Presence:** Attend industry conferences, trade shows, and local networking groups to promote company capabilities and identify new opportunities.

Qualifications

- **Experience:** 3+ years of B2B sales experience within the telecommunications industry, or IT Sales equivalent experience.
- **Technical Knowledge:** Good understanding of fiber optic networks, data center infrastructure.
- **Network:** Proven, existing relationships with data center operators, colocation providers, and IT leaders within Chicago
- **Skills:** Consultative selling approach with superior negotiation and closing skills.
- **Tools:** Proficiency in Salesforce and Microsoft office.
- **Education:** Bachelor's degree in business, Marketing, or equivalent work experience.

Compensation & Benefits

- Competitive base salary with an uncapped commission structure designed for high performers.
- Comprehensive benefits package (Medical, Dental, Vision, 401k match).
- Opportunity for career growth in a fast-expanding sector.