



## **Business Sales Leadership Development Program**

### **Description**

The Business Sales Leadership Development Program offers an accelerated track for an exciting business-to-business sales career with AT&T. This 5-month paid program will put participants on the fast track toward a future with the industry's leading services and solutions provider.

As a Business Sales Account Executive, participants will complete a 5-month paid program at the AT&T Business Sales Leadership Center, located in Atlanta, Georgia. This comprehensive program immerses participants in an environment that fosters the ability to sell our services and solutions to a broad range of businesses. With instructor-led and web-based training, as well as hands-on application, individuals will learn the communications industry from the inside out while discovering the value of initiative and entrepreneurial thinking. The program includes a combination of training targeted to enhance sales skills, leadership, AT&T product knowledge (including Wireless and Wireline, IP, Data & Voice), total account management, relationship building and business management. While in the program, participants will be required to make cold calls, prospect, handle customer issues, place orders, and meet quotas.

You will have the chance to work closely with a sales management team and benefit from their experience, ongoing coaching, assessment and support. In addition to a paid salary, you will also be eligible for additional compensation based on sales quota attainment. Participants must be prepared for relocation to another US market after successful completion of the program. In market, you will be securing new business and managing existing business accounts.

### **Qualifications**

- Completion of a Bachelor's degree or Master's degree within the past three years
- Strong academic performance and active involvement
- Related experience in Marketing or Sales
- Demonstrated leadership and strategic-thinking attributes
- Strong communications skills
- Effective problem-solving skills
- Sales passion and strong interest to be in a sales career path at AT&T
- A strong desire for accelerated growth in professional sales
- High customer service standards
- Candidates must be a U.S. citizen or have permanent work authorization
- Willing and able to relocate to another territory in the U.S.
- Valid and clean driver's license, current auto insurance and a reliable vehicle per transportation needs of the market (necessary for outside sales track)

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