

Monkeybrains ISP

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San Francisco, CA
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www.monkeybrains.net



Company Overview

Monkeybrains is a local ISP founded in 1998. The company brings affordable, hassle-free, month-to-month internet service to over 20,000 residents and businesses across the Bay Area.

Position: Commercial Account Executive – Lead

We are looking to expand the existing sales team!

- Present Monkeybrains as an internet option to property managers, developers, and building owners.
- Reply to incoming inquiries for service and leverage into the sales process.
- Self manage activity between emails, phone calls, site visits, and field time prospecting to maintain a healthy sales funnel.
- Daily documentation of sales activity and efforts to track and manage sales process from the introduction to the close of the deal.
- Conduct site surveys with the construction team to answer customer questions and ensure proper build of network at buildings.
- Work with Network Support, New Service, and Marketing departments to schedule and track appropriate department support for the sales process.
- Present and manage the documentation process for Access Agreements and Certificates of Insurance for all buildings added to the network.
- Development and understanding of the network configuration and technical specs make the job a bit easier!
- Maintain activity to meet or exceed monthly sales goals for network and subscriber growth.
- Attend network and industry events to further product knowledge and help build the brand.
- This is a full time position- working hours from 9:00 AM to 5:00 PM- based in San Francisco.