

# Monkeybrains ISP

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San Francisco, CA

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[www.monkeybrains.net](http://www.monkeybrains.net)



## Company Overview

Monkeybrains is a San Francisco based ISP founded by Rudy Rucker and Alex Menendez in 1998. With their crew of like-minded renegades, the company brings affordable, hassle-free, month-to-month internet service to the residents and businesses of San Francisco. Monkeybrains customers appreciate our incredible speed-to-cost ratio and our ability to install quickly, with minimal wait time from lead to install.

## Position: Account Executive

We are looking to expand the existing sales team!

- Present Monkeybrains as an internet option to property managers, developers, building owners, and/or condominium associations (HOAs).
- 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.