

Account Executive

at M2Ngage Telecommunications II Corp.
Hackensack, NJ

M2Ngage is a new kind of Internet provider for businesses, currently serving New York City, New Jersey, Chicago, Washington D.C., Pennsylvania, Philadelphia. We deliver fiber-optic internet, VoIP, Wi-Fi, Cloud IT Services and Network Support with, white glove customer service, and a 99.99% uptime guarantee.

On a daily basis, we defy corporate monopolies that are decades old, and delight customers with some of the fastest most reliable internet in the world. We're a small close knit team based in NYC and Hackensack , NJ , with expansion plans for additional metro areas throughout 2017.

ON A TYPICAL DAY YOU'LL

- Take ownership of the full sales cycle from prospect to close
- Build and manage a sales pipeline to meet and exceed revenue targets and company goals
- Prospect new accounts through a combination of high-volume cold calls, emails, and face-to-face meetings
- Track activity, collect data, and provide sales forecasts
- Communicate the value of M2Ngage's services to prospective customers, with a focus on the customer experience
- Work independently as well as collaboratively within a team environment

WHAT WE'RE LOOKING FOR

- 2+ years of full cycle hunting B2B sales experience
- Experience with a highly consultative short sale cycle
- Track record of meeting and exceeding quota
- Strong verbal and written communication skills
- Self-starter with a competitive nature and desire to grow a career in sales
- Team player with the highest level of integrity

PAY & PERKS

- \$35,000 base salary plus uncapped commissions. \$105,000 OTE.
- Company-sponsored 401(k)
- Full Medical, Dental, Vision Coverage
- Flexible vacation + paid sick leave

VISA SPONSORSHIP - Not available

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Apply for this Job

* Required

First Name *

Last Name *

Email *

Phone *

Resume/CV *

Drop files here

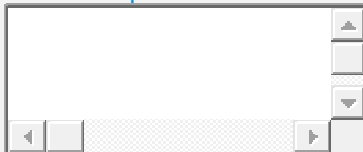
[Attach Dropbox Paste](#)

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Cover Letter

Drop files here

[Attach Dropbox Paste](#)

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LinkedIn Profile *

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Website

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How did you hear about this job? *

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U.S. Equal Opportunity Employment Information (Completion is voluntary)

Individuals seeking employment at M2Ngage are considered without regards to race, color, religion, national origin, age, sex, marital status, ancestry, physical or mental disability, veteran status, gender

identity, or sexual orientation. You are being given the opportunity to provide the following information in order to help us comply with federal and state Equal Employment Opportunity/Affirmative Action record keeping, reporting, and other legal requirements.

Completion of the form is entirely **voluntary**. Whatever your decision, it will not be considered in the hiring process or thereafter. Any information that you do provide will be recorded and maintained in a confidential file.

Gender

Are you Hispanic/Latino?

[Race & Ethnicity Definitions](#)

If you believe you belong to any of the categories of protected veterans listed below, please indicate by making the appropriate selection. As a government contractor subject to Vietnam Era Veterans Readjustment Assistance Act (VEVRAA), we request this information in order to measure the effectiveness of the outreach and positive recruitment efforts we undertake pursuant to VEVRAA. Classification of protected categories is as follows:

A "disabled veteran" is one of the following: a veteran of the U.S. military, ground, naval or air service who is entitled to compensation (or who but for the receipt of military retired pay would be entitled to compensation) under laws administered by the Secretary of Veterans Affairs; or a person who was discharged or released from active duty because of a service-connected disability.

A "recently separated veteran" means any veteran during the three-year period beginning on the date of such veteran's discharge or release from active duty in the U.S. military, ground, naval, or air service.

An "active duty wartime or campaign badge veteran" means a veteran who served on active duty in the U.S. military, ground, naval or air service during a war, or in a campaign or expedition for which a campaign badge has been authorized under the laws administered by the Department of Defense.

An "Armed forces service medal veteran" means a veteran who, while serving on active duty in the U.S. military, ground, naval or air service, participated in a United States military operation for which an Armed Forces service medal was awarded pursuant to Executive Order 12985.

Veteran Status

Form CC-305

OMB Control Number 1250-0005

Expires 1/31/2020

Voluntary Self-Identification of Disability

Why are you being asked to complete this form?

Because we do business with the government, we must reach out to, hire, and provide equal opportunity to qualified people with disabilities¹. To help us measure how well we are doing, we are asking you to tell us if you have a disability or if you ever had a disability. Completing this form is voluntary, but we hope that you will choose to fill it out. If you are applying for a job, any answer you give will be kept private and will not be used against you in any way.

If you already work for us, your answer will not be used against you in any way. Because a person may become disabled at any time, we are required to ask all of our employees to update their information every five years. You may voluntarily self-identify as having a disability on this form without fear of any punishment because you did not identify as having a disability earlier.

How do I know if I have a disability?

You are considered to have a disability if you have a physical or mental impairment or medical condition that substantially limits a major life activity, or if you have a history or record of such an impairment or medical condition.

Disabilities include, but are not limited to:

- Blindness
- Deafness
- Cancer
- Diabetes
- Epilepsy
- Autism
- Cerebral palsy
- HIV/AIDS
- Schizophrenia
- Muscular dystrophy
- Bipolar disorder
- Major depression
- Multiple sclerosis (MS)
- Missing limbs or partially missing limbs
- Post-traumatic stress disorder (PTSD)
- Obsessive compulsive disorder
- Impairments requiring the use of a wheelchair
- Intellectual disability (previously called mental retardation)

Disability Status

Please select



Reasonable Accommodation Notice

Federal law requires employers to provide reasonable accommodation to qualified individuals with disabilities. Please tell us if you require a reasonable accommodation to apply for a job or to perform your job. Examples of reasonable accommodation include making a change to the application process or work procedures, providing documents in an alternate format, using a sign language interpreter, or using specialized equipment.

¹Section 503 of the Rehabilitation Act of 1973, as amended. For more information about this form or the equal employment obligations of Federal contractors, visit the U.S. Department of Labor's Office of Federal Contract Compliance Programs (OFCCP) website at www.dol.gov/ofccp.

PUBLIC BURDEN STATEMENT: According to the Paperwork Reduction Act of 1995 no persons are required to respond to a collection of information unless such collection displays a valid OMB control number. This survey should take about 5 minutes to complete.