



Gila River Telecommunications, Inc.

JOB TITLE: Account Executive (Multi-Brand)

REPORTS TO: Chief Commercial Officer

DEPARTMENT: Sales & Marketing

FLSA STATUS: Exempt

JOB SUMMARY:

The Multi-Brand Account Executive is responsible for driving revenue growth and expanding the client base for Alluvion Communications, Native Technology Solutions (NTS), Digital Connect Initiative (DCI), Gila River Telecommunications, Inc. (GRTI), and Gila River Broadcasting Corp. (GRBC). This includes selling products and services ranging from structured cabling, telephony, and video solutions to advanced fiber-based internet, cloud communications, voice systems, advertising space, and digital literacy initiatives.

This role requires a proven sales professional with the ability to understand and cross-sell diverse product portfolios, develop long-term relationships, and serve as a trusted advisor to clients across commercial, government, and education markets. Experience with E-Rate programs, competitive bidding processes, and responding to Form 470 requests is essential. The position is designed to embody a “One Team, One Dream” philosophy by uniting all brands under a single customer relationship strategy.

PRIMARY JOB DUTIES:

Business Development & Sales Execution

- Identify and cultivate new business opportunities while maintaining and expanding relationships with existing clients.
- Generating sales leads through cold calling, networking, referrals, trade shows, and community engagement.
- Present, negotiate, and close sales for multiple brands’ product lines, including:
 - Alluvion – Fiber internet, Ethernet, PDNs, HPBX, cloud call center, dark/lit fiber.
 - NTS – Structured cabling, telephony, and video solutions.
 - GRTI – Telecommunications products and services for community and business customers.
 - GRBC – Television advertising and media opportunities.
 - Digital Connect Initiative (DCI) – Training programs, workshops, and digital literacy services.
- Develop customer-centric proposals, ROI analyses, and solution recommendations tailored to client needs.
- Pursue opportunities in government and education markets, including preparation and submission of E-Rate funding proposals and Form 470 responses.
- Consistently achieve monthly and annual sales and revenue quotas across all brands.

Relationship & Territory Management

- Serve as the primary point of contact for all brands within assigned territory.
- Strengthen customer loyalty by providing ongoing support, information, and guidance.
- Collaborate with internal teams—including Sales Engineering, Account Management, Marketing, and Operations—to ensure smooth delivery and customer satisfaction.
- Maintain an accurate and up-to-date CRM database.

Market Awareness & Cross-Selling

- Identify product improvement opportunities and new service lines based on market trends and customer feedback.
- Actively promote bundled solutions that combine offerings from multiple brands.
- Represent the company at industry events, community functions, and cultural gatherings within the Gila River Indian Community and surrounding areas.

Reporting & Communication

- Provide regular updates on pipeline activity, sales forecasts, and customer feedback to leadership.
- Maintain open and effective communication with management and cross-functional teams.
- Ensure compliance with company policies, the Employee Handbook, and confidentiality guidelines.

SKILLS AND COMPETENCIES:

- Sales Expertise – 3+ years of proven B2B sales experience in telecommunications, media, or technology services, with demonstrated success in government and education sales.
- E-Rate Knowledge – Understanding of E-Rate program rules and processes, including preparation of proposals, documentation, and Form 470/Form 471 responses.
- Cross-Portfolio Selling – Skilled in understanding and selling across diverse product lines.
- Technical Knowledge – Familiarity with LAN/WAN technologies, high-capacity networks, structured cabling, and media/advertising sales.
- Communication – Strong verbal, written, and presentation skills; able to convey complex solutions clearly.
- Relationship Building – Ability to develop trust and maintain long-term client relationships.
- Problem Solving – Logical reasoning and analytical skills to recommend the right-fit solutions.
- CRM & Tools – Experience with Salesforce or similar CRM platforms; proficient in Microsoft Office Suite.
- Cultural Competence – Ability to work effectively in a culturally diverse environment, with sensitivity to the values of the Gila River Indian Community.
- Professionalism – High degree of integrity, accountability, and self-motivation; ability to work independently and as part of a team.

EDUCATION AND EXPERIENCE:

- Associate's degree in Business, Computer Science, Telecommunications, or related field
- Preferred education: Bachelor's degree in Business, Computer Science, Telecommunications, or related field.
- A minimum of two to four (2 - 4) years' previous experience in the telecommunications industry, with 2 plus (2+) years of experience in an account executive sales role.
- Strong "people" skills and demonstrated relationship building of people throughout all functions and levels of an organization
- Strong professionalism and business acumen

- Technologically astute
- Excellent verbal and written communication skills; active listening skills
- Excellent strategic and problem-solving skills.

Note: Any equivalent combination of education, training, and experience that would enable the applicant to satisfactorily perform and meet the duties required of the position may be considered in meeting the stated minimum requirements

ESSENTIAL JOB FUNCTIONS:

The physical demands are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Must be able to use hands, sit, lift to 20 lbs., stoop, bend, reach with hands/arms.
- Must be able to sit for extended periods of time.
- Requires the ability to speak, read, write, see, and hear to perform essential duties of the job. Must communicate clearly in English.
- Must be able to perform and complete multiple tasks.

ADDITIONAL REQUIREMENTS:

- Federal Background Check is mandatory
- Financial Background Disclosure may be required for Subsidiaries.
- Will be asked to provide 39 months driving record. Position requires insurability under GRTI insurer requirements.
- Will be required to pass a pre-employment drug test.

PREFERRED REQUIREMENTS:

- Willingness to travel within assigned territory.
- Ability to manage multiple priorities in a fast-paced environment.
- Comfortable with a commission-based compensation model.

As a matter of Company policy, all employment is on an at-will basis, meaning that employment shall last for so long as mutually agreeable. Either the employee or the Company may terminate the employment at any time with or without cause.

Preference in filling vacancies is given to qualified enrolled Gila River Community Members, other Indians, and non-Indian spouses of officially enrolled Community members in accordance with Tribal Employment Rights Office (T.E.R.O.) Ordinance (No. GR-02-09, Gila River Indian Community).

Gila River Telecommunications, Inc. is an Equal Opportunity/Affirmative Action Employer, subject to Indian Hiring Preference.