

**Job Title:** Developer Relations Account Executive      **Job Type:** Full-time; Exempt  
**Hours:** Monday-Friday, variable      **Direct Reports:** No  
**Location:** Role will operate within the Company's established market/service area  
**Reports to:** Director of Strategic Partnerships

### **Job Description:**

The Developer Relations Account Executive is responsible for building, fostering, and maintaining long-term relationships with residential, commercial, and retail property developers within All West Communications' service footprint. This role plays a critical part in the growth strategy of the company by identifying partnership opportunities early in the development process and ensuring All West's fiber internet services are included in new developments.

This role combines relationship management, market awareness, and strategic sales. The ideal candidate will have a deep understanding of the ISP industry, experience working directly with developers, and a proven ability to close deals. Success in this position requires expert-level sales and interpersonal skills, strong product knowledge, and a relentless follow-up mentality.

### **Responsibilities:**

- Identify and pursue opportunities to partner with developers during planning and construction phases.
- Sell fiber internet services into new residential and commercial developments.
- Build and nurture relationships with key decision-makers at development firms.
- Maintain a strong presence within the development community by attending industry events, networking functions, and meetings.
- Present customized solutions that align with developer needs, construction timelines, and property goals.
- Act as a subject matter expert on Company products, pricing, and infrastructure capabilities.
- Collaborate with internal teams (engineering, construction, marketing, sales) to ensure seamless project execution.
- Develop territory growth strategies and track progress through CRM tools.
- Monitor market trends and competitive activity within the assigned region.
- Ensure a high level of customer satisfaction from initial sale through project completion.

### **Required Qualifications:**

- Proven experience in sales or business development, preferably in the telecommunications or technology industry.
- Direct experience withing with or selling to real estate developers, builders, or construction firms.
- Excellent communication and interpersonal skills with the ability to engage and persuade customers.

- Strong commitment to delivering exceptional customer service and solving customer problems.
- Demonstrated ability of managing long sales cycles.
- Ability to quickly learn and adapt to new products, services, and sales techniques.
- Highly organized with the ability to maintain accurate records and reports.

### **Preferred Requirements**

- 3-5 years of relevant experience.
- Previous successful business development and sales experience.
- Bachelor's degree in business, marketing, or a related field.
- Proficiency with Salesforce.

### **Work Environment**

Works outside, with some time spent in an office environment. Requires occasional bending, carrying, lifting up to 20 lbs. independently. Required to be standing/walking or sitting for 4-8 hours at a time. May squat, twist, turn, and require frequent use of manual dexterity and visualization of computer equipment. Will make frequent use of general office equipment, computers, and phone systems.

Travel to sales territory is required. May be required to work hours outside of standard work schedule.

Acknowledgment:

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EMPLOYEE SIGNATURE

\_\_\_\_ / \_\_\_\_ / \_\_\_\_  
DATE

\_\_\_\_\_  
SUPERVISOR SIGNATURE

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DATE