



Account Executive

Job Description

GTC Towers is seeking an experienced, self-starting, highly motivated, organized, and detail-oriented individual to fill a full-time account executive position for its growing leasing department. This individual handle all tower leasing efforts within the eastern United States. Ideal candidates will possess experience in leasing and gaining access to existing and potential customers. Must enjoy meeting people.

- Location:** Mid-Atlantic/Northeast
- Reports to:** VP of Sales and Leasing
- Travel:** Up to 75% travel
- The Company:** GTC Towers is a fast-growing wireless infrastructure company that owns and manages hundreds of telecommunications towers and has exclusive rights for the marketing of over 500 miles of short line railroad rights of way.
- Salary:** Commensurate with experience. Includes base salary plus commissions and bonuses.
- Description:** This is a full-time, non-exempt position and includes, but is not limited to, participation in the following areas:
1. Leasing: Leasing of tower assets and working with customers on potential new tower builds on exclusive railroad rights of way
 2. Customer Relationships: Foster and maintain relationships with key decision makers and carrier representatives to learn about and develop new leasing opportunities. Interacting and working with wireless carriers, including AT&T, Verizon Wireless, and T-Mobile, along with other users of wireless infrastructure to drive the tower leasing efforts.
 3. Trade Shows: Represent the company at industry events including trade shows and state wireless programs.
 4. Asset Management: Utilize the company's asset management platform for tracking and sharing information.

Experience in the tower or telecommunications industries is preferred but not required. A minimum of two years' experience in business-to-business sales and experience in lease negotiation is preferred.

Excellent computer skills, including experience with the Microsoft suite of products, is required. Please forward resumes along with contact information to hr@gtctowers.com.

Grande Towers, LLC a/k/a GTC Towers is an Equal Opportunity Employer