

# Inside Account Executive/Sr. Account Executive

**Location: Sterling, VA**

NeuStar Ultra Services (formerly UltraDNS) has earned more than 8,000 customers including Amazon, Forbes, Gap, Juniper, Levis, Office Depot and Oracle. Our vast and diverse list of clients can be found in the Fortune 1000 and multiple verticals including Advertising, Banking, E-Tail, Entertainment, Finance, Gaming, High-Tech, Insurance, Marketing, Media, Software, Telecommunications and many other industries.

NeuStar's Ultra Services offer a range of global and local DNS solutions built on the unique Directory Services Platform and proprietary, patented technologies. NeuStar Ultra Services power the resolution of over 15 million domains ([www.neustarultraservices.biz](http://www.neustarultraservices.biz)) around the world. Our flagship product is the leading provider of managed DNS via a massive global infrastructure which directs end users to our customers' web properties with the highest degree of Performance, Reliability, Security, Manageability and Scalability. NeuStar Ultra Services also provides complimentary products which demonstrate Disaster Recovery, Load Balancing and Traffic Management capabilities.

## **JOB SUMMARY:**

The Account Executive/Senior Account Executive is responsible for the sale of NeuStar Ultra Service's product suite. These product/services are sold to Fortune 1000, Financial Service, Technology corporations. The Account Executive/Senior Account Executive is responsible for achieving all individual sales targets set by the company.

## **Essential Experience:**

We are looking for exceptional Account Executives with a proven track record in business development, prospecting, cold-calling, negotiating, appointment setting and most of all strong closing skills. As a member of our sales force, you will identify and solicit strategic new businesses and add them to our growing infrastructure services. In addition, you will play a key role in the success of Ultra Services in its current and future business objectives.

The essential experience required for this position includes:

- At least 5 years of combined experience selling B2B end-to-end solutions to at least one of the following verticals: Fortune 1000/Hi-tech, Telecommunication companies.
- A proven track record of developing new business relationships with executives and senior management (c-level).
- Sales training and experience with solution, consultative, strategic and/or conceptual /complex selling is required.
- Proficient in the use of the Internet and Sales databases.
- Bachelor's degree in business, marketing, or related field is a plus but not required.

## **Essential Skills:**

- Ability to converse in a knowledgeable manner on various industry topics and Internet technologies in order to 'sell' opportunities to prospective customers.
- Ability to create successful sales strategies for NeuStar UltraService's products and/or services.
- Must possess highly developed organizational, planning and management writing skills and oral communication skills.
- Must be comfortable working in a fast-paced, quota-driven environment with changing needs and requirements.
- Professional experience with Microsoft Outlook, Word, Excel, and PowerPoint.
- Integrity, Creativity, Intellectual Curiosity, High Standards, Persistence, and Achievement oriented.

- Passionate and hardworking with a hunger to grow as a professional and a strong individual contributor.
- Outgoing self-starter with a long-term focus on making an impact within our rapidly growing company.

**Compensation:**

- Competitive Base Salary + Commission (DOE).

We offer a comprehensive benefits package including; medical, dental, vision, 401(k) match, tuition and gym reimbursement, four weeks PTO, nine paid holidays and two floating holidays.

**Please e-mail your resume to [recruitingone@neustar.biz](mailto:recruitingone@neustar.biz) and reference Account Executive opportunity in Sterling, VA.**

NeuStar, Inc is an equal opportunity employer and affords equal opportunity to all applicants for all positions without regard to race, color, religion, gender, national origin, age, disability, veteran status or any other status protected under local, state or federal laws.