

## **Business Sales Consultant**

Cablelynx Broadband is a leader in the telecommunication industry by providing a reliable network at connection speeds and rates not offered by the competition in our service areas. With local technical staff and payment centers, Cablelynx offers not only local support for our subscribers but also a wide range of business Internet and Voice solutions all dedicated to helping businesses succeed in a competitive marketplace. With network redundancy and local area support and 24/7/365 Technical Support, our business accounts will have the confidence that Cablelynx is not just their service provider but their partner in ensuring their success in business.

### **Job Summary**

A Business Sales Consultant is responsible for identifying and presenting options for voice and data needs to businesses in their assigned territory. Your individual results will have requirements that will contribute to the overall success of the local team. This position will work with the local Sales Manager to create sales strategies and promotions to meet goals. You will also coordinate with local technical staff and support center to create and implement the best possible solution and pricing options for the business account.

### **Job Functions**

- Develops and maintains a robust pipeline of qualified prospective customers by cold calling, networking, and referrals.
- Builds and maintains a consultative relationship with local businesses.
- Create opportunities for presenting sales options for current and prospective customers.
- Develops and works sales strategies to meet expected sales targets.
- Updates and maintains company CRM daily.
- Partners with technical staff and sales support to determine appropriate solutions for complex issues.
- Up-sells and cross-sells existing customers.
- Ensures service throughout and after the sale.

### **Key Qualifications**

- Strong PC skills, including expertise in Microsoft suite and CRM tools
- Strong negotiation and problem-solving skills
- Strong people and relationship management skills
- Ability to analyze and understand the needs of businesses
- Skilled in oral and written communication
- Ability to work independently
- An intense desire to serve the customer

### **Education and Experience**

- High School or GED required
- Bachelor's Degree in marketing or related field preferred
- Two years selling in telecommunications or IT preferred
- Proven history of successful selling or strong desire to learn required

### **We offer**

- Incredible sales support (We win when you win)
- A Positive and fun work environment
- Training and real opportunity to advance
- Cell Phone and Laptop

- Free TV, Internet, and phone to those who live in our service area
- Generous pay and benefit package
- Paid Vacation and Sick Pay
- Bonuses and incentives

Please email resume to [claunuis@wehco.com](mailto:claunuis@wehco.com) ; [catchley@wehco.com](mailto:catchley@wehco.com)

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