



Residential Direct Sales

Position: Full-Time Residential Direct Sales

Location: Longview, Kilgore, Hallsville, TX

Compensation: Two week Training pay then substantial commissions with NO limit on earnings

Benefits: comprehensive benefit package including health, 401K match, profit sharing, paid vacation, sick time and generous discounts on service.

JOB SUMMARY

The purpose of this position is to meet new customers at their door in local neighborhoods and offer our easy-to-sell Broadband services. Performance and a strong desire to succeed is critical to the achievement of the department growth and net gain objectives.

MAJOR DUTIES AND RESPONSIBILITIES (ESSENTIAL FUNCTIONS)

Canvass assigned address list(s) or areas in specified time period and solicit orders for new Broadband services.

Initial contact must be made at the door by verbally and visually presenting services and rates to customers. No telemarketing is allowed.

GENERAL RESPONSIBILITIES

- Utilize door-to-door knocking and cold calling techniques, distribute marketing materials, and participate in --
- Special Sales Events to cultivate personal sales leads.
- Utilize general knowledge of city and map reading in order to travel to assigned territories.
- Utilize effective sales skills.
- Complete customer orders and weekly sales activity reports.
- Meet critical submission deadlines for both orders and reports.
- Utilize writing skills to manually report field data.
- Utilize basic knowledge of mathematics.
- Organize and archive personal sales files.
- Attend all scheduled sales training sessions and meetings.
- Organize material and prepare documents in a timely manner.
- Regular attendance is required.

REQUIRED QUALIFICATIONS

- Skills/Abilities and Knowledge
- Ability to read, write, speak to effectively communicate to customers and company
- Must have reliable personal vehicle and comply with the company's driver policy including a valid driver's license, and an acceptable driving record.

- Persuasive written and verbal communication skills.
- Must have exceptional verbal and written presentation skills.
- Ability to retain operational information and execute on high volume of sales.
- Adequate knowledge of an internet service
- Able to travel door-to-door and handle in-person sales issues and challenges.
- Stable employment history.
- Able to drive and walk over long periods of time and distances.
- Able to endure extensive climbing of stairs, stooping, bending and light lifting

EXPERIENCE/SKILLS

- Must be self-motivated.
- Previous direct selling experience is preferred.
- Sales or Marketing background in the telecommunications industry desired.
- Excellent communication, organizational, relationship building, presentation and influence skills are essential.
- Strong team orientation, customer service-minded, and flexibility are a must.
- Ability to work in a fast-paced environment.
- Must have a valid driver's license and personal vehicle for getting to and from assigned territories.
- Bi-lingual a plus.

Education:

- High School Diploma or equivalent is a must.

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