

Job Title: Direct Sales Representative  
Location: Longview, TX  
Department: Marketing  
Reports to: Outside Sales Director  
Salary: Base Salary plus Commission

Cablelynx Broadband is the leader in our industry by providing business customers not only a reliable internet at connection speeds and rates unmatched in our service areas, but also a wide range of business Internet and Voice solutions and cloud-based telecommunications solutions. Our service is backed by superior local technical staff and a customer service center and 24/7 technical support. We are dedicated to helping businesses succeed in a competitive marketplace.

We are searching for energetic, self-motivated, D2D team players who are willing to go the extra mile to offer excellent customer service as the voice and face of Cablelynx. You'll close deals at the center of where it all happens - our customers' homes!

What does it take to deliver the highest customer service experience? It's all about meeting our customers where they are; whether that means traveling to their residence, place of business or creating meaningful connections through excellent communication, strategic thinking and personalized sales interactions. You'll provide whatever it takes to close the deal with ease. Each day will offer unique opportunities, so you'll need to be flexible and open to change as we put the safety of our employees and customers first. There may even be instances where you'll need to demonstrate the ability to empathize, provide conflict resolution and provide tech support to retain our valued customers.

#### **Additional Key Skills:**

- The ability to generate leads, manage sales funnels and upsell products & services
- General knowledge and comfort with explaining latest technology
- The ability to transition warm leads to sales
- Self-sufficiency and the ability to solve a variety of tasks
- Excellent time management and communication skills
- Problem-solving skills & the ability to troubleshoot and pivot between tasks
- Experience with mobility is a plus

You will also need to perform the following functions with or without reasonable accommodation:

- Work hours will include evenings & weekends
- Maintain a valid driver's license
- Have and maintain a clean driving record
- Utilize required PPE and adhere to all safety measures, including wearing a mask and basic sanitizing procedures

#### **What's in it for you?**

• Training and 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 [pgarza@wehco.com](mailto:pgarza@wehco.com)

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