

WEHCO Video, Inc./Cablelynx Broadband

Outside Sales Director

Job Type: Full Time
Salaried Position: Salary plus commission
Location: Bryant, Arkansas or Hot Springs, Arkansas
Work Schedule: Varies
Reports to: Director of Marketing, Reporting and Government Affairs

Safety Sensitive Position
Pursuant to Act 593 of the Arkansas Medical Marijuana Amendment

Summary:

Cablelynx Broadband is seeking a dynamic and results-driven Outside Sales Director to lead a door-to-door sales team working in multiple markets. As the Outside Sales Director, you will play a crucial role in driving revenue growth by developing and executing strategic sales initiatives, managing a high-performing sales team, and fostering key client relationships within the assigned territory. Our company has been a staple in the communities we serve for over fifty years and this position will be expected to continue our tradition of providing excellent customer service from a sales perspective.

Job Duties:

- 1) Team Leadership:
 - Recruit, train, and mentor a team of outside sales representatives focused on door-to-door sales of broadband internet service.
 - Set clear performance expectations, provide ongoing coaching, and conduct regular performance evaluations to ensure individual and team success.
- 2) Sales Strategy and Execution:
 - Develop and implement effective sales strategies to achieve and exceed sales targets.
 - Collaborate with Local Office, Workforce Support, Marketing and other teams to ensure alignment of sales initiatives with overall business objectives.
- 3) Customer Relationship Management:
 - Build and maintain strong relationships with key clients and partners.
 - Address customer concerns and inquiries promptly, ensuring a high level of customer satisfaction.
- 4) Performance Metrics:
 - Establish and monitor key performance indicators (KPIs) for the sales team.
 - Analyze sales data to track individual and team performance, identify trends, and implement corrective actions as needed.
- 5) Training and Development:
 - Provide ongoing training and development opportunities for the sales team to enhance their skills and knowledge.
 - Stay informed about industry trends, competitor activities, and emerging technologies to maintain a competitive edge.

Required Qualifications/Tasks/Skills Needed:

- High school diploma or GED
- Proven experience in outside sales leadership, with a focus on door-to-door sales.

- Strong understanding of the broadband industry and related technologies.
- Excellent leadership, communication, and interpersonal skills.
- Demonstrated ability to drive sales results and meet/exceed targets.
- Analytical mindset with proficiency in data-driven decision-making.
- Ability to thrive in a fast-paced and dynamic environment.
- Ability to work non-traditional hours, including nights and weekends.
- Must have reliable transportation.

Excellent Compensation Benefits are Provided:

- Competitive wage
- Supplemental benefits available
- Medical insurance offered
- Paid sick and vacation
- Paid holidays
- Paid personal day and floating holiday
- Paid parental leave
- Life and disability insurance coverage
- 401K matching contribution by the company
- Profit sharing
- Employee Assistance Program

Acknowledgement:

The above statements reflect the general details considered necessary to determine the essential functions of the position identified and shall not be construed as a detailed description of all work requirements inherent in the position. I may be required to perform additional tasks necessary to meet the standards of quality and care.

I acknowledge that I have read and understand this position description and have had the opportunity to ask my supervisor about any points I needed help understanding. Therefore, I hereby state that I can perform the essential functions of this position with or without reasonable accommodation.

Applicant's Printed Name

Applicant's Signature

Date

Apply online at the link below:

<https://jobs.wehco.com/>

or send resume to: lringler@wehco.com

WEHCO VIDEO IS AN EQUAL OPPORTUNITY EMPLOYER.

WEHCO VIDEO DOES NOT DISCRIMINATE BASED ON RACE, COLOR, RELIGION, NATIONAL ORIGIN, AGE OR GENDER. APPLICANTS MAY NOTIFY THE EEOC, FCC, OR OTHER APPROPRIATE AGENCIES IF THEY FEEL THEY HAVE BEEN DISCRIMINATED AGAINST.