

## **WEHCO Video, Inc./Cablelynx Broadband Residential Direct Sales Representative**

<b>Job Type:</b>	Full Time
<b>Compensation:</b>	Salary plus commission
<b>Locations:</b>	<u>Arkansas</u> : Hot Springs, Pine Bluff, Searcy, Hope, Camden. <u>Texas</u> : Longview, Kilgore, Hallsville. <u>Mississippi</u> : Vicksburg. <u>Oklahoma</u> : Tahlequah
<b>Work Schedule:</b>	Varies
<b>Reports to:</b>	Outside Sales Director

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

### **Summary:**

Cablelynx Broadband is seeking dynamic individuals who thrive in a face-to-face sales environment to be Residential Direct Sales Representatives and promote broadband internet connections directly to potential customers at their residences. As a Residential Direct Sales Representative, you will play a crucial role on a team that is responsible for subscriber growth by 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. **Door-to-Door Sales:** Initiate and engage in direct sales activities by visiting residential areas to introduce and promote our broadband internet services.
2. **Product Knowledge:** Develop a comprehensive understanding of our broadband internet packages, pricing plans, and promotional offers to effectively communicate value propositions to potential customers.
3. **Customer Education:** Educate customers on the features and benefits of our broadband services, addressing any questions or concerns they may have.
4. **Sales Presentations:** Deliver compelling sales presentations tailored to the needs and preferences of individual customers, emphasizing the advantages of choosing our services.
5. **Lead Generation:** Identify and qualify potential customers, and maintain accurate records of sales activities and customer interactions.
6. **Negotiation and Closing:** Effectively negotiate pricing and terms to close sales, ensuring customer satisfaction and adherence to company policies.
7. **Collaboration:** Collaborate with internal teams, including marketing and customer support, to provide a seamless customer experience.

### **Required Qualifications/Tasks/Skills Needed:**

- High school diploma or GED
- Proven experience in outside sales, preferably in the telecommunications or broadband industry.
- Strong communication and interpersonal skills with the ability to build rapport quickly.
- Self-motivated, results-oriented, and comfortable working independently.
- Knowledge of broadband internet technology a plus.
- Ability to work flexible hours, including evenings and weekends to accommodate customer availability.
- 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
- Free cable TV (where available) and internet when living in our service area
- Company provided cell phone
- Training and opportunities to advance
- **Sign on bonus for Bilingual (English/Spanish) Representatives**

**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](mailto:lringler@wehco.com)

**WEHCO VIDEO IS AN EQUAL OPPORTUNITY EMPLOYER.**

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