

Territory Executive, Residential and Small Business

Summary

The Territory Executive will be responsible for the territory ownership overseeing all sales activities within their given territory for Medina Fiber. This includes prospecting, outreach, presentations and other sales related activities to identify, attract and ultimately win new business. The Territory Executive will own their sales pipeline and be responsible for generating reports and the ability to communicate all pipeline activities and revenue projections to their manager. This position will be eligible for bonuses.

Work will be performed under the general direction and supervision of the Director of Customer Operations with additional direction provided by the Customer Service Manager. This role requires a great deal of autonomy and time management skills. The Territory Executive will be required to log/track all sales activities and be able to communicate the status of all prospects in their given sales territory. Sales activities will be outbound via phone and door to door into the business and consumer community. The expectation is to close a given sales quota per week.

Territory Executive Job Responsibilities

- Monitor and communicate with management about any competitive activity in your territory. This is a performance driven position (the more you sell, the more you make)
- Serves prospects/customers by identifying opportunities and meeting their needs and overcoming objections
- Conduct door to door residential & business sales, as well as outbound phone sales
- Compile daily reports of sales contacts, presentations, objections, sales and other information as required by manager
- Ability to adjust and hone a unique sales approach based on prospects needs and Sales Executive's personal style
- Focus sales efforts by studying existing and potential market opportunities
- Resolves customer complaints by investigating problems, developing solutions, and working with all involved parties
- Maintain professional and technical knowledge by attending educational webinars, reviewing professional publications, establishing personal networks, and participating in professional groups
- Provide historical records by maintaining records on area and customer sales
- Accomplish results as needed in alignment with Medina Fiber's company goals

- Maintain consistent customer communication and follow up to ensure installs went smoothly
- Maintain strong interdepartmental communication to coordinate sales activities and facilitate deal handoff to Customer Service Representatives and Install Techs accordingly

Territory Executive Requirements

- 2+ years of sales experience (door to door experience a plus)
- Broadband and telecom industry knowledge
- Self starter with ability to adapt well to new situations
- Strong time management skills
- Ability to communicate effectively with prospects, customers and all levels of staff
- Skilled at conflict resolution with staff, prospects, customers and partners
- Outstanding negotiation, organizational and problem-solving skills
- Desire to grow
- Access to reliable vehicle with proper insurance coverage and valid drivers license
- Effectively works all addresses as assigned to maximize sales activity and increase penetration of all products
- Ability to pass background check
- Has cellular telephone that can be used for work activities
- Ability to work on a company provided tablet or your personal cell phone to take customer orders

Why Medina Fiber

- Company paid health benefits; Medical, Dental, Vision
- Salary plus monthly commissions based on performance
- Collaborative working environment
- Career progression opportunities

Lit Communities/Medina Fiber Equal Opportunity Program Policy

The employees of Lit Communities represent a talented and diverse workforce. Achieving the full potential of this diversity is a business priority that is fundamental to our competitive success. A key element in our workforce diversity programs is Lit Communities commitment to equal opportunity.

Business activities such as hiring, promotion, and compensation of employees, are conducted without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, situation or age. These business activities and the design and administration of Lit's benefit plans comply with all applicable laws, including those dealing with equal opportunity. For qualified people with disabilities, Lit Communities makes workplace accommodations that comply with laws applicable to the company, and which Lit Communities determines are reasonable and needed for effective job performance. In respecting and valuing the diversity among our employees, and all those with whom we do business, managers are expected to ensure a working environment that is free of all forms of harassment.

This policy is based on sound business judgment and anchored in our Lit Communities values. Every manager at Lit Communities is expected to abide by our policy, and all applicable laws on this subject, and to uphold our commitment to workforce diversity.