



Title: Outside Sales Representative

Location: Hickory – Morganton – Lenoir, North Carolina

Read me first - This is outside sales opportunity not for everyone

Don't inquire if you:

- *Are not a confident business to business (B2B) sales professional*
- *Are not a confident business to consumer (B2C) sales professional*
- *Cannot work in a commission only sales environment. (upfront & bonus)*
- *You cannot handle rejection from cold calls*
- *Cannot learn about new technology.(broadband, VoIP, ipPBX, Cloud services)*
- *Are not willing to put in the effort needed to build business and income*
- *You are not the best at almost everything you do*

Introduction:

North Carolina based NC Wireless, LLC, a provider of Internet based Telecommunications services, is building a team of highly dedicated and determined professionals to sell broadband, hosted ipPBX, VoIP and other telecommunications services to consumers in our market located in the foothills & mountains of North Carolina.

We are recognized as the best at what we do, and our agents need to be the best as well. The right representatives will have:

- A history of over achievement in competitive environments
- A overwhelming desire to succeed
- Excellent communication skills and persuasiveness
- Experience selling to decision makers on the phone and/or face to face
- B2B sales experience (technical experience would be ideal)
- The determination to plow through rejection
- The ability to think quickly under pressure.
- Uphold and represent our company core values
- Fit in well with our team

Description:

Outside Sales Representative position entails numerous outside sales and relationship building tasks with Marketing and Company Leadership. This position will identify, solicit and oversee the relationship development of profitable new business. They will solicit and cultivate effective key relationships with new customers. This position is responsible for many aspects of ensuring business growth through direct business development sales activities.

Responsibilities:



- Identify and contacting at least 100 leads per month (5 per day)
- Secure new revenue in the amount of at least \$960/mo while maintaining a target ARPU and business/residential balance
- Utilize a reporting tool based on leads contacted
- Actively use a shared calendar to report on meetings scheduled
- Update leadership on current projects and new developments
- Will be responsible for executing sales strategy as directed by leadership
- Perform liaison functions between the customer and NCW

Requirements:

- A High School Diploma is required. Degree in business, marketing or communication a plus.
- Must demonstrate a desire to learn, supported with a love for technology
- Must demonstrate the ability to maintain a cooperative working relationship
- Must have the ability to quickly build a rapport and credibility
- Must demonstrate personal accountability in prioritization
- Must be punctual for appointments and meetings
- Must be professional in attire and actions when representing NCW and the NCW brand

Compensation: Base Salary + Commission (opportunity for annual bonus based upon meeting performance quotas)

Contact: Email your cover page and resume to josh@lightleap.com

Company Description:

NCW is a broadband wireless Internet Service Provider (wISP) launched in 2003 to serve the demand for reliable Home and Business Internet Services as well as customers who want to experience the personal touch of a local provider. NCW's diverse staff brings a mix of motivation, ingenuity and hard-work. We firmly believe that our employees drive the success of the company, which is why it is so important for us to hire the right people. NCW customers are treated with high regard and it is our goal to earn customers for life. We are servicing rural and urban customers. NCW connects when others can't.