

Commercial Sales Representative

CommuniComm Services is a fast-paced, vibrant and ever changing organization whose notable strengths are its consumer focus, community involvement and employee dedication. We are committed to our employees, customers and the communities we serve as demonstrated through our sense of urgency, teamwork, and local investment. We value and reward hard work, initiative and a job well done by competitively compensating our employees. We are currently seeking a Commercial Sales Representative in our Durant, OK system.

Basic Purpose:

Promote, sell and maintain commercial customers by educating current and prospective customers on how CommuniComm's products and services can benefit them.

Job Duties and Responsibilities:

- Sell high-speed data and telecommunications products and services to various businesses, schools, hospitals and government agencies.
- Meet system sales goals.
- Prepare, and make presentations to prospective customers explaining the benefits of CommuniComm's telephone and data services.
- Assist the System General Manager and corporate office personnel in developing pricing for services.
- Assist in the development and promotion of marketing and packaging strategies to all customers.
- Write orders, prepare written proposals and respond to Request for Proposals (RFPs).
- Manage account relationships - new sales, additional sales, troubles, outages, collections, etc.
- Ensure business installations are completed on time. Coordinate installations with engineering group.
- Ensure billing for business customers is timely and accurate. Coordinate with accounting.
- Develop prospect lists.
- Monitor major competitors' marketing activities and pricing plan. Make recommendations to respond to competitors' initiatives.
- Compile; compute and submit weekly expense and sales reports in a timely manner. Generate other special reports.
- Attend business service group functions and meeting from time to time.
- Perform other duties as required.

Required Job Qualifications:

- BS/BA degree or equivalent work experience.
- 3-5 years sales experience
- 3-5 years experience in computer telecommunications services.
- Neat professional appearance.
- Ability to maintain favorable relations with customers, community leaders and public officials.
- Strong interpersonal, verbal and written communication skills.
- Computer skills and experience with Microsoft products.
- Dependable transportation, valid driver's license and satisfactory motor vehicle report.
- Mature judgment and ability to work independently and plan ahead.

Benefits Include:

We offer a competitive salary and benefits package which includes medical/dental/vision insurance, paid time off, life insurance, short-term/long-term disability, 401(k) and flexible spending accounts.

Please send resumes to: HR@jamescable.com reference "Commercial Sales Rep - OK" in the subject line. CommuniComm Services is a drug-free and EOE.