

Position Title: **BUSINESS SOLUTIONS SALES CONSULTANT**
Department: Sales & Marketing (Business Solutions)
Reports To: Director - Business Solutions

FLSA Status: Exempt

Location: Chester, South Carolina Market

General Summary:

Responsible for acquiring and sustaining primarily commercial business accounts in the area assigned. Will conduct sales through appointments, cold calls, phone calls and other methods as required.

Essential Job Functions:

- Acts as a representative of the company, to individual business customers (existing or new) to provide business solutions that meet customers needs.
- Researches and determines best possible equipment / service needed for customer solution.
- Responds to customer inquiries, product and service inquiries.
- Follows up on installations and alterations to ensure customer satisfaction.
- Accountable for meeting and/ or exceeding assigned sales objectives and monthly revenue quotas, and building new revenue by selling products and services to a diverse set of customers
- Acts as business backup for the Director of Business Solutions.
- Coordinates activities with the Director of Business Solutions and other members of Sales/Marketing Department in order to achieve individual, departmental, and company goals.
- Represents TruVista to every contact in the community in a manner that fosters the Company's good reputation.
- Primarily sells business telecommunications solutions to commercial customers.
- May sell more complex telecommunications equipment to residential customers.
- Informs and educates potential customers of available products and services by performing analysis of current and future needs.
- May assist with general marketing activities – to include “cold calling” via phone and in person.
- Sells business telecommunications solutions and telecommunications equipment by identifying, researching and contacting potential customers throughout Company coverage area.
- Maintains contact with existing customer base and capitalizes on any new sales opportunities within this customer base; cultivating new relationships and maintaining current relationships.
- Provides information to customers on pricing and credit terms; obtains signed agreements for orders obtained.
- Maintains accurate records on daily activities and results; updates the Business Contact Database
- Uses personally owned vehicle with mileage reimbursement. Must have valid driver's license and clean driving record.
- Performs all other related duties as assigned by management.

Knowledge, Skills, and Abilities:

- Must have the initiative to resolve problems, seek answers independently, and enthusiastically persist until goals are achieved.
- Must be highly motivated
- Skill in oral and written communication; exceptional interpersonal skills - required
 - Above average communication skills are required. Ability to communicate with customers, co-workers and various business contacts in a professional and courteous manner. Must be able to explain situations to customers without either giving or taking offense.
- Advanced working knowledge of telecommunications technology, products and services – preferred.
- Skill in persuasion techniques.
- Ability to accurately interpret market trends.
- Ability to plan, organize and prioritize multiple work assignments- often with frequent interruptions.
- Ability to make sound decisions using information at hand.
- Must be able to work efficiently with limited supervision.



- Must be willing to work nights, weekends and holiday schedules as required.
- Ability to effectively perform in a team environment.
- MUST maintain superior attendance and promptness.
- Professional dress and appearance required.
- MUST possess a valid Driver’s License, clean driving record and reliable transportation
- Knowledge of marketing and sales practices and principles.

Education and Experience:

- Bachelor’s degree in a related field plus 2 years of relevant experience; or the combination of education and experience that enables performance of all aspects of the position. Experience in the telecommunications industry preferred.

Physical Requirements:

PHYSICAL REQUIREMENTS	0-24%	25-49%	50-74%	75-100%
Seeing: Must be able to read computer screen and various reports.				X
Hearing: Must be able to hear well enough to communicate with employees and business contacts.				X
Standing/Walking:		X		
Climbing/Stooping/Kneeling:		X		
Lifting/Pulling/Pushing:	X			
Fingering/Grasping/Feeling: Must be able to write, type and use phone system.				X

Working Conditions:

This factor measures the surroundings or physical conditions under which a job must be done and the extent to which those conditions make the job disagreeable. Consider the presence and relative amount of exposure to dust, dirt, heat, fumes, contaminants, cold, noise, vibration, wetness, etc.

Overall, good working conditions. May be required to work outside in variable weather conditions (heat or cold) for extended periods of time making calls on prospective or current customers, often by walking door-to-door in areas populated by numerous businesses. May require climbing stairs, etc. to reach the customer’s location. May require travel to other service areas that may require an overnight stay. May require attendance at after hour events.

Note: *The statements herein are intended to describe the general nature and level of work being performed by employees, and are not to be construed as an exhaustive list of responsibilities, duties and skills required of personnel so classified. Furthermore, they do not establish a contract for employment and are subject to change at the discretion of the employer.*