



## **Position Title**

### **Residential Door-to-Door Sales Representative - Part-time**

## **Position Summary**

The Residential Door-to-Door Sales Representative is responsible for acquiring new residential customers within an assigned geographical area by visiting potential customers at their homes and learning about their existing home-based telecommunication services. He/she explains the TruVista product and service portfolio and customer value proposition, and recommends product and service solutions that meet the needs of the customer. They also drive their personal vehicle for business and receive mileage reimbursement based on the IRS published mileage rate.

In the performance of their respective tasks and duties, Residential Door-to-Door Sales Representatives are required to meet the following expectations:

- Perform quality work and met deadlines with or without direct supervision
- Complete required reports and documentation in a timely manner as requested
- Interact professionally with other employees, customers, and suppliers
- Work effectively as a member and contributor on a team
- Work independently while understanding the necessity for communicating and coordinating work efforts with other employees and departments

## **Responsibilities and Duties (not all inclusive)**

- Market TruVista products/services in our Northeast Georgia service area by going door to door and meeting with customers at their homes
- Provide information and educate prospective customers on the portfolio of TruVista products and services
- Work flexible hours, including include evenings and Saturdays as needed
- Work multiple locations within assigned territory including, but not limited to, Rabun, Stephens, Franklin, Jackson, Banks, and Madison counties of Northeast Georgia
- Perform other related duties as assigned by management

## **Minimum Requirements**

- Sales experience in a business to consumer role
- Experience in cable, wireless or other telecommunication products and services is a plus
- Develops strong knowledge of TruVista products and services and customer value proposition
- Effective communication (written and oral) and customer service skills
- Self-motivated and capable of working with little to no supervision
- Organizes and manages work and selling time effectively and efficiently
- Follows company policies and procedures

## **Education**

- High school diploma or equivalent
- One year of related sales and/or customer service experience
- Must have a valid driver's license and maintain a clean driving record



**Physical Requirements:**

PHYSICAL REQUIREMENTS	0-24%	25-49%	50-74%	75-100%
Seeing: Must be able to read computer screen and various reports and operate a vehicle.				X
Hearing: Must be able to hear well enough to communicate with employees and business contacts.				X
Standing/Walking: Required to maneuver around neighborhoods, business areas, etc.				X
Climbing/Stooping/Kneeling: May be required to access stairs and uneven ground when approaching homes				X
Lifting/Pulling/Pushing:	X			
Fingering/Grasping/Feeling: Must be able to write, type and use phone system. Must be able to drive a vehicle.				X

**Working Conditions:**

Time will be spent going door to door – will be subjected to various weather conditions to include rain, severe heat and severe cold. Very little office time – most of time will be spent in vehicle or travelling through neighborhoods or complexes.

**FLSA and Employment Status**

Non-Exempt, Part Time

**How to Apply**

Complete an online application at [www.truvista.net/careers](http://www.truvista.net/careers). Resumes may be submitted to [employment@truvista.biz](mailto:employment@truvista.biz) – please list the position title in the subject.

**Note:** All applicants are considered for all positions without regard to race, religion, color, sex, gender, sexual orientation, pregnancy, age, national origin, ancestry, physical/mental disability, medical condition, military/veteran status, genetic information, marital status, ethnicity, alienage or any other protected classification, in accordance with applicable federal, state, and local laws. By applying for this position, you are seeking to join a team of hardworking professionals dedicated to consistently delivering outstanding service to our customers and contributing to the financial success of the organization, its



clients, and its employees. Equal access to programs, services, and employment is available to all qualified persons. Those applicants requiring accommodation to complete an application and/or interview process should contact a management representative.