

POSITION TITLE:

Telecom Sales Specialist

DEPARTMENT: Sales

LOCATION: Wenatchee, WA

COMPENSATION: Negotiable - based on experience

BENEFITS: Paid leave, medical, vision, dental, short, long, life and 401k

SCHEDULE: Full Time

TRAVEL: Periodically

JOB DESCRIPTION:

This position is responsible for outside sales for business to business telecom services in North Central Washington towns and communities. This person has a monthly sales quota and should be comfortable driving toward these goals. To be successful in this position this person should be highly motivated, extremely confident, a self-starter with a positive attitude, and possess strong communications and time management skills.

KEY RESPONSIBILITIES:

- Educate customers about Native Network service offerings
- Work with marketing to increase brand awareness
- Present solutions and quotes for telecom services
- Procure commitments for services from customer and process to installation group
- Account management post sales

QUALIFICATIONS:

- Prior sales experience in telecom a plus
- Must be comfortable cold calling
- Experience working directly with customers
- Excellent computer skills
- Excellent written, verbal and presentation skills
- Reliable transportation to travel locally or regionally for customer prospecting and support
- Some evenings and weekends necessary for marketing events

SCREENING BEGIN DATE: August 1, 2019

POSTING CLOSE DATE: Depending on Applicant Pool

REQUIRED APPLICANT DOCUMENTS:

- Resume
- Cover Letter
- Three professional references

BACKGROUND CHECK:

Requires a background check.

ABOUT US:

Native Network, Inc's mission is to connect tribes, tribal entities, small to mid size business and governments with next-gen telecom, broadband & digital solutions that empower them to prosper for generations to come. We provide business solutions such as VoIP & Hosted PBX, High-speed Fiber Internet, Mobile Wireless, Office 365 & Cloud, Website Design & Development, Social Media and more.

OUR CORE VALUES:

As members of Native Network, Inc's organization, we shall strive to exceed our customers', employees', shareholders' and communities' expectations by conducting our business with the following values as our guide.

We:

- Are customer focused and quality driven
- Have a sense of urgency
- Deliver on what we promise
- Are honest and respectful
- Work as a team
- Have a passion for excellence
- Will do whatever it takes

EEO/AA STATEMENT:

Native Network, Inc. is an Equal Opportunity employer. All qualified applicants will receive consideration for employment without regard to race, national origin, age, sex, religion, disability, sexual orientation, marital status, veteran status, gender identity or expression, or any other basis protected by local, state or federal law. This policy applies with regard to all aspects of one's employment, including hiring, transfer, promotion, compensation, eligibility for benefits and termination.