

Territory Sales Representative

HyFiber Industries, LLC. - Rockwall, TX/ www.hyfiberllc.com

BASIC FUNCTION

Outside Sales of HyFiber's products and services to new and existing customers with an emphasis on new business development.

PRINCIPLE RESPONSIBILITIES

- Contact sales leads through cold calling, referrals, or web-site inquiries
- Establish, develop, and maintain positive business and customer relationships
- Perform analysis of existing and prospective customers to determine solutions
- Present, promote, and sell HyFiber's products and services using solid justifications to existing and prospective customers
- Coordinate sales effort with team members and other departments
- Achieve agreed upon sales targets and outcomes within schedule
- Help expedite the resolution of customer concerns to maximize satisfaction
- Complete weekly call reports and pipeline reports
- Analyze the territory and market's potential
- Ability to work independently to meet target sales goals.

Summary of Role

The Territory Sales Representative is responsible for sales retention and penetration of existing accounts, with a focus on acquisition of new business at new customers.

The individual will demonstrate a commitment to long-term customer relationships, maintain regular contact with key stakeholders, express appreciation for our relationship, and act as a trusted resource who will add value to their company. This comes in the form of in person meetings, phone and email contact, and attending industry events, etc. Success in this role is dependent on identifying target clients, acquiring quality quote requests, actively closing sales, and becoming a knowledgeable customer resource.

Position Requirements

- At least 2-3 years of outside sales experience with a track record of exceeding assigned sales goals.
- Industry experience. (Telecom, Contractor, Data Comm distribution, and OEM)
- Knowledge in selling fiber and copper cabling solutions
- Must have a valid driver's license and proven safe driving record.

Qualifications

- Strong business acumen with ability to generate solutions to customer issues and requests
- Strong networking and relationship building skills
- Strong problem solving and negotiation skills
- Strong verbal and written communication skills
- Must be organized, detail-oriented, able to meet deadlines
- Proficient with Microsoft Office Suite

Education: Bachelor's (Preferred)

Salary: DOE