

# JOIN OUR TEAM

## WE'RE Growing!

All West Communications employees believe that the power of communication can break barriers. Our employees enjoy the efficiency and team environment of a smaller, more adaptable, privately owned company. We are looking for an energetic and detail-oriented Field Sales Representative. As a Field Sales Representative at All West Communications, you will have the responsibility of driving sales and acquiring new customers for our products and services. You will play a vital role in expanding our customer base and promoting our brand within the community.

### Responsibilities

- o Prospect and approach potential customers door-to-door to introduce and promote All West's internet, video and voice services.
- o Effectively communicate the features, benefits, and value proposition of our service plans and packages.
- o Listen attentively to customer needs, address inquiries, and tailor sales pitches to match their requirements.
- o Utilize persuasive selling techniques to overcome objections and close sales on the spot.
- o Accurately process sales orders and complete necessary paperwork or digital documentation.
- o Meet or exceed sales targets and performance metrics set by the company.
- o Continuously build and maintain a pipeline of leads through strategic prospecting and networking efforts.
- o Provide feedback to management on market trends, customer preferences, and competitor activities.

### Qualifications

- o Previous experience in direct sales, preferably in telecommunications, internet, or related industry.
- o Proven track record of meeting or exceeding sales targets and KPIs.
- o Excellent interpersonal and communication skills with the ability to engage and build rapport with diverse customers.
- o Strong negotiation and persuasion abilities, with a confident and outgoing demeanor.
- o Self-motivated and results-oriented, with a drive to succeed in a fast-paced, target-driven environment.
- o Ability to work independently and manage time effectively to maximize productivity.
- o Comfortable working outdoors and walking for extended periods in various weather conditions.
- o Basic computer skills for order processing and reporting purposes.
- o Valid driver's license and access to a reliable vehicle for daily travel within assigned territories.
- o Field Representatives work 8 hours each working day in their territory
- o Tuesday-Saturday (Monday-Friday: 11 am – 7 pm OR 12 pm – 8 pm)
- o Highly organized with strong attention to detail and problem-solving abilities.
- o Strong understanding of sales processes, order management, and compliance.
- o Knowledge of broadband and telecommunications products and services.

All West is a drug free workplace, conducting pre-employment and random drug testing. Benefits include medical, dental, short-term disability, life insurance, AD&D, 401k with company match, PTO, paid holidays, and more!

