



Empire Access Job Description

JOB TITLE:	Sales Representative
DEPARTMENT:	Sales
WORK LOCATION(S):	Binghamton Area
REPORTS TO:	Director of Sales

JOB SUMMARY:

The sales representative's primary responsibility is to sell telecommunications services to new customers for Empire Access in the Binghamton area. The sales territory includes Binghamton, Johnson City, Endwell, Endicott, Vestal, and Owego. Empire Access operates a state-of-the-art network, offering fiber optic Internet, voice, and security services. In 2021, Empire was named Fastest Internet Service Provider (ISP) in the United States by PC Mag.

The sales representative will be assigned a sales territory and be responsible for building relationships within the community, developing the sales territory and selling small to medium sized businesses telecommunication services on fiber.

RESPONSIBILITIES:

- Identify, develop and maintain relationships with small and medium sized businesses in your assigned sales territory.
- Work with prospects and customers to determine the customer's communication needs and provide a solution to meet the customer's requirements.
- The Sales Representative will be responsible for generating leads by cold calling, networking and referrals as well as closing leads generated through various marketing initiatives.
- The Sales Representative will require moderate supervision, handle small and medium sized business customers and become knowledgeable in Empire Access's fiber-based products.
- The Sales Representative is responsible for developing and managing a sales funnel of active prospects sufficient to meet future monthly quota objectives.
- Meet quota objectives on a monthly basis.

QUALIFICATIONS

- Associates or Bachelor's degree or a minimum of 60 college credits or three years of sales experience.
- Proven history of excellent customer service values and commitment.
- Three or more years working in the telecommunications industry with a good understanding of telecommunications and information technology.
- Demonstrated ability to develop, manage and close sales on a consistent basis.
- Individual must be a good listener with the ability to understand the prospect's requirements and turn the customer's requirements into a sale.
- Demonstrated ability to make professional presentations and present ideas in a business-friendly and user-friendly language.
- Ability to set and manage priorities judiciously.
- Excellent written and oral communication skills.
- Exceptionally self-motivated and directed.
- Highly organized with a keen attention to detail.
- Excellent computer skills.
- Ability to travel as needed with a satisfactory driver's license.

JOB TYPE:

Full-time

ABOUT EMPIRE ACCESS:

Empire Access is one of the area's leading telecommunications companies, providing the latest in communications for business and home customers. Empire has provided telecommunications services for over 100 years, as a family-owned company now thriving under the third generation. Our company currently offers phone, Internet, TV and security services to over 25 markets in Upstate New York and Northern Pennsylvania.

OUR BENEFITS:

- * 401(k)
- * Medical, dental, vision and life insurance
- * Paid vacation, holidays and leave programs
- * Tuition reimbursement
- * Flexible spending accounts
- * Volunteer opportunities

TO APPLY:

Online: Send email to jobs@empireaccess.com

By Phone: 800-338-3300

Empire Access is an equal opportunity employer.

