



Direct Sales Representative- SFU

APPLY AT: <https://www.rcn.com/hub/about-rcn/careers/>

Position Summary:

An excellent opportunity to become a RCN sales professional and join our dynamic sales teams in the Chicagoland Market. This is a territory sales position that targets residential homes within our serviceable area. Compensation is competitive, includes base, commission, and bonus incentives.

Essential Duties and Responsibilities:

1. On a mission to deliver a great customer experience with every transaction
2. Effectively sells data, video and phone residential services to consumers living in single family homes and medium-sized properties.
3. Cultivates own sales through neighborhood canvassing and maintains bi-weekly sales quota
4. Obtains new customers in a residential market through professional, face-to-face interaction with residents, property management teams and other referral sources
5. Utilizes cold calling techniques
6. Distributes marketing material and participates in scheduled fun sales events
7. Up-sells current and new customers
8. Understands customer needs and articulate solutions
9. Attends mandatory sales meetings
10. Advocates for customers and reports concerns promptly to management
11. Reports sales statistics accurately and promptly to management
12. Assists with training and mentoring for potential new hires
13. Stays up to date with what the competitive landscape effecting RCN Chicago

Minimum Qualifications:

- High School Diploma or equivalent is a must
- Basic computer skills required
- Direct Sales, Indirect Sales or Marketing background in the telecommunications industry is a plus
- Self-starter, enjoys working independently, but has a winning team spirit. Ability to work in a fast paced challenging environment
- Enjoys working outdoors "on the hunt". Excellent communications, relationship building, organizational, presentation and influence skills
- Has a positive, upbeat, creative and persuasive personality. Is strategic. Sees the "big picture"
- Has the highest levels of integrity
- Detail oriented and has highly developed organizational and time management skills
- Must have valid driver's license and reliable transportation

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We are proud to be an EEO/AA employer M/F/D/V. We maintain a drug-free workplace and perform pre-employment substance abuse testing.