

Business Communications Sales Consultant
South Slope Cooperative Communications – North Liberty, IA

At South Slope, we're striving to be the most customer-centric company in the Corridor. To get there, we need exceptional team members on our business sales and support team. Here's where you come in. You'll be a critical member of our team responsible for consulting small and medium businesses on our telecommunications offerings. Here's how you will contribute:

- Build relationships with new and existing customers. Focus on small/medium size business accounts by advising and selling new products. Serve as a consultant to businesses by considering their current needs as well as their future needs.
- Garner new business opportunities through cold calling and/or visiting local businesses. Set appointments, create sales presentations, and manage customer satisfaction.
- Monitor marketplace and competition. Maintain and report a funnel of revenue that allows for accurate forecasting and end of the month numbers.
- Achieve or exceed sales quotas as assigned.
- Serve as one of South Slope's Ambassadors. Attend community meetings and gatherings. Participate in community committees to further South Slope's interests.
- Organize, conduct, and represent sales team when necessary at meetings, trainings, employee gatherings, customer and community events, etc.
- Other duties as assigned.

As a cutting-edge communications provider, we need someone who is a self-starter with a positive attitude, professional demeanor, and great leadership skills. We are also looking for these things:

- 3-5 years of sales experience required.
- Knowledge of telecommunication services preferred.
- Communications or business related college degree a plus.
- Excellent interpersonal, written communications, and presentation skills.
- Results oriented with the ability to learn quickly in a changing business and regulatory environment.
- Proficient with computers in the following programs: MS Office, Excel, Word, Outlook, PowerPoint, data bases, etc.
- Willing to learn and continue education as required by the company.
- Available to work flexible hours.
- Valid driver's license and good driving record.

Show us you care about customers, are metrics-driven, and passionate. If this is you, we want to hear from you. Qualified candidates should send their resume and cover letter to:

Kiesling Associates
Sr. HR Consultant
8517 Excelsior Dr.
Madison, WI 53717
bblahnik@kiesling.com