

Sales Specialist- Wireless and FTTH



Location Sylva, NC

Job Type Full Time

Years of Experience 1+ year preferred

Education Level High School minimum, Associates or Bachelors degree preferred

Career Level 1+ years of previous sales experience selling in the SMB market preferred, but not required

BalsamWest was established to provide robust network infrastructure throughout the Appalachians. We built a technologically advanced fiber-based communications network that offers scalable solutions, dynamic products, and superior customer support. We're looking for a talented, driven individual with great energy, passion and initiative to drive awareness and new business acquisition. Learn more about our dynamic and growing company at www.balsamwest.net

Job Description:

This position will be responsible for performing various sales and administrative activities such as:

- Manage a sales lead pipeline of local small business owners that are eligible for service
- Promote and sell wireless and FTTH residential services
- Scout active areas to grow lead list and identify sales barriers/opportunities
- Update operations system with relevant customer information, conversion status, and notes
- Report and forecast weekly sales funnel status
- Complete and deliver relevant quotes and service contracts to prospects
- Participate in weekly Sales Meetings
- Participate in product demonstrations, seminars, trade shows and other marketing related events
- Close business to exceed monthly, quarterly and annual objectives
- Escalate customer concerns and issues

Minimum skills/experience:

- Team-oriented and customer focused with excellent interpersonal skills. Must have good problem solving and resolution skills.
- Must possess excellent verbal and written communication skills
- Successful candidates will be self-motivated, attentive to detail, and well organized

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- Comfortable working in a fast-paced, people-oriented environment
- Able to build and maintain lasting relationships with new and existing customers
- Capable of working independently and as part of a team
- Strong organizational and problem solving skills
- Work closely with operations teams to achieve customer satisfaction
- Good driving record

Preferred skills/experience:

1-2 years related experience and/or training; or equivalent combination of education and experience.

Compensation is commensurate on experience and/or qualifications Please email resume with cover letter to careers@balsamwest.net