



DIRECT SALES REPRESENTATIVE

Location: Northern Mississippi

Job Summary:

Your local cable company is looking for driven individuals who can provide a personalized customer service experience and possess the charisma to sell our products door-to-door. Our Direct Sales Representative position is a key company position that contributes to MaxxSouth's vision of being the industry leader in customer service through quality, courtesy and teamwork. This position is responsible for selling our products and services, which include MaxxSouth Digital Cable TV, High Speed Internet, and Digital Voice service, to new customers and upgrading current customers. This position has extensive contact with the general public, therefore excellent customer satisfaction, communication skills, and attitude is essential.

Job Responsibilities:

- Demonstrate strong understanding of MaxxSouth Broadband products, promoting and selling offers to residential customer by knocking every door within assigned territory.
- Demonstrate thorough & recent competitive knowledge of features, benefits, products differences, pricing, and campaigns for video, high-speed internet, and phone services.
- Effectively communicate and develop rapport with customers. Evaluate customer's existing and potential product needs and make recommendations.
- Increase customer understanding of MaxxSouth products and pricing models as well as competitive advantage over other service providers.
- Complete associated paperwork following each customer contact in a timely and legible manner to ensure all details of the transaction are completed according to approved and standardized procedures. Report on all daily activity, including homes targeted, contacts, sales, presentations, objections, follow-up program, upgrades, competitive updates, etc.
- Daily check-in with Team Captain to review executed sales documents and contact sheets.
- Attend team meetings and training sessions as determined by Manager.
- Demonstrate work schedule flexibility as needed to ensure adequate coverage of sales territory.
- Demonstrate professional conduct and appearance. Punctual, regular and consistent attendance.
- Sell required number of service RGU's (Revenue Generating Units) to meet weekly sales quota.

Job Qualifications:

- Valid driver's license with proven good record.
- High school diploma, G.E.D., or equivalent combination of training and/or experience preferred.
- Basic reading, writing and arithmetic skills required.
- Prior sales experience preferred.
- Team oriented.
- Ability to work a schedule including nights, weekends, holidays and overtime as required.
- Knowledge of cable TV, phone and Internet services a plus.
- Verbal and written communication skills with the ability to present information in an articulate, organized and professional manner.
- Ability to listen and interpret the needs of the customer.
- Attendance and punctuality are both essential functions of this position.

An Equal Opportunity Employer