

Business Sales Consultant

Job Title: Business Sales Consultant
Department: Business Operations
Reports To: Business Operations Manager
FLSA Status: Non-Exempt (Hourly)
Hours: Typically, 8-5pm M-F with flexibility as job demands
Location: Fergus Falls, MN Retail Office – In Office Position

POSITION SUMMARY

As a Business Sales Consultant in the telecommunications/broadband industry, you will play a critical role in driving revenue growth by acquiring and managing business customers. Your primary responsibilities will include prospecting, building relationships, and selling telecommunications/broadband products and services to businesses of various sizes. You will have a strong partnership with the Residential Sales Consultant to provide personal sales to residential market areas.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Identify and pursue potential business customers in the Park Region service territory.
- Sell business telecommunications/broadband solutions and equipment by identifying, researching, and contacting potential customers.
- Able to use various sales methods including cold calling, canvassing, digital and email marketing, networking, and using referrals to general leads.
- Responds to product and service inquiries. Informs and educates potential customers of available products and services, while providing advice to meet the needs of the customer.
- Skilled at communicating products and services to technical and non-technical customers.
- Maintains contact with existing customer base and capitalizes on new sales opportunities within this customer base.
- Travel to meet customers in the Park Region service territory during non-business hours to meet the needs of the prospective or current customers.
- Develop and maintain strong, long-term relationships with customers. Ensure customer satisfaction and identify upselling opportunities.
- Works with the team to develop effective written proposals for current and prospective customers.
- Assists with the development of new pricing and competitive offerings.
- Ensure a smooth transition for customers as they onboard with Park Region services.
- Take part in events to market Park Region products and services such as the county fair, community events, and trade shows.
- Attends various community meetings to build rapport and to learn of new businesses in the area.
- Able and willing to travel to conferences and training as requested.
- Provide sales reports on a regular basis.
- Identify areas for improved sales and make suggestions to drive the business.
- Assists with inventory purchases, budget development and compliance.
- Partners on strategic sales and marketing campaigns.
- Able to assist and partner on service and work orders.



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Rothsay Telephone
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Valley Telephone
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218.998.2000
218.826.6161

KNOWLEDGE, SKILLS, AND ABILITIES

- Proven experience in sales, with a preference to telecommunications/broadband industry sales.
- Experience and knowledge of Hosted Voip Services and Managed Data Services.
- Strong communication, negotiation, and interpersonal skills.
- Able to develop and maintain inter-departmental collaborative relationships.
- Knowledge of telecommunications/broadband products and services preferred.
- Self-motivated, goal-orientated, and able to work independently.
- Ability to learn and adapt to evolving technology and industry trends.
- Organized and detail orientated.
- Strong analytical and problem-solving skills.

EDUCATION and/or EXPERIENCE

- High school education and/or GED required.
- Advanced education preferred.
- Proficient in Microsoft Office Suite and able to learn company software.

Supervisory Responsibilities:

None

LICENSES & CERTIFICATES REQUIRED

A valid Class D Motor Vehicle License Required

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to use hands to finger, handle, or feel; reach with hands and arms; and talk or hear. The employee frequently is required to sit at a desk and work with a computer. The employee is occasionally required to stand, walk, and stoop, kneel, crouch, or crawl. The employee must occasionally lift and/or move up to 25 pounds. May have to stand for prolonged periods while visiting a customer site. Must be able to travel to a customer or prospective customer site. Specific vision abilities required by this job include close vision, color vision, peripheral vision, depth perception, and ability to adjust focus.

This job description is not intended to be all inclusive of duties that will be assigned.

Daily reliable attendance is required.

