



Residential Account Executive – Santa Rosa Service Area

Residential Account Executive Responsibilities

The selected candidate for this position will work closely with the Customer Operations Supervisor and the Director of Sales and Marketing. This candidate will be responsible for the sales and marketing of all of Santa Rosa and Pinnacle residential products and services in given campaign areas and target markets. Networking and sales at company sponsored events and assist in retail operations will be required as needed.

Before You Apply:

- Can you work evenings and weekends?
- Can you handle a “fluid” work schedule?
- Do you possess a valid driver’s license?
- Are you able to spend extended periods of time outside, in the elements, doing door to door residential sales?
- Can you conduct cold calls and face to face meetings with customers and potential customers?

Must Possess:

- Excellent verbal and written communication
- Flexibility
- High School Diploma (minimum)
- Professional appearance
- Basic Microsoft Office computer skills
- Self-motivated with an entrepreneurial attitude
- Goal driven and ability to determine priorities
- Strong organizational skills
- Drive to achieve sales goals by obtaining new customers and upgrading existing customers
- Creativity to work with the Marketing Department on creation of needed materials to support marketing plans
- Ability to distribute marketing materials and participate in events that promote all Santa Rosa and Pinnacle products and services
- The ability to work with developers, apartment buildings and other communities to achieve customer penetration levels in assigned areas or during campaigns
- Identify potential market areas
 - New communities, apartments, neighborhoods

- Gauge interest in potential new areas
- Be able to trouble shoot and provide basic customer support
- Ability to thrive in a fast paced and changing environment
- Friendly demeanor to work public corporate events
- Travel within sales territory to meet prospects and customers
- Assist at all retail locations as needed
- Other duties as assigned

Preferred:

- 2 years sales experience
- 4-year degree
- Any relevant certifications
- Direct sales experience

Compensation:

- Salary based on experience
- Aggressive commission structure
- Employee benefits

Please send resume and application to Jobs@santarosafiber.com