



Fayetteville

Outside Sales Representative

- Business to Business
- Full-time

This role requires the ability to work lawfully in the U.S. without employment-based immigration sponsorship, now or in the future.

As a Spectrum B2B Outside Sales Account Executive, you will sell Spectrum's internet, voice and video services to small businesses door-to-door in your assigned territory. This hunter sales role involves a proactive approach, requiring you to achieve sales targets through prospecting and managing leads from initial contact to completion.

Our base plus uncapped industry leading commission plan will reward you for hitting and exceeding your monthly sales goals. If you are a motivated sales performer, passionate about building relationships and driven to deliver results with a long-term career mindset— apply today!

WHAT OUR SMALL BUSINESS ACCOUNT EXECUTIVES ENJOY MOST:

- Achieving sales and product targets by generating leads and prospecting within a defined sales territory and by working leads from initial contact through field sales.
- Establishing yourself within your market/territory and keeping up on trends, competitor activities/products, etc.
- Following our consultative methodology to determine your client's needs, quote and present to them the product/services that best align to their business challenges and priorities.
- Selling secondary services including custom hosting, desktop security, data security and storage as well as others.
- Working closely with an Account Coordinator for additional sales support through the process and hand off customer service and non-sales client inquiries to the Customer Service Dept so you can remain focused on selling!
- Maintaining real time in the field accurate records of all sales and prospecting activity through Salesforce.

WHAT OUR SMALL BUSINESS ACCOUNT EXECUTIVES BRING TO SPECTRUM:

You will bring a competitive, tenacious and entrepreneurial spirit to sales with a mindset that you get out of it what you put into it!

Required Qualifications:

Experience: 2+ years of sales experience (or 2+ years telecom/technical industry experience)

Education: Bachelor's degree in business, marketing or related field, or equivalent years of experience

Skills & Abilities:

- Ability to effectively manage sales tasks and administrative tasks to ensure sales success, requires ability to multitask, as well as work efficiently and effectively within required deadline
- Ability to learn quickly and apply knowledge, and function in a team environment
- Demonstrated verbal, written, and interpersonal communication skills
- Driven, professional, and determined character
- Valid State driver's license, plus reliable personal vehicle and car insurance

Preferred Qualifications:

- Outside sales experience in telecom, tech or a related field
- Experience utilizing CRM systems (Salesforce)
- Experience with Microsoft Office (Excel, Word, PowerPoint, Outlook)

To Apply:

<https://jobs.spectrum.com/job/fayetteville/spectrum-b2b-outside-sales-small-business-account-executive/4673/86000892192>