



Enterprise/Hosted – Business Service Representative

Vyve Broadband, founded in 2012, is an innovative company serving largely non-urban communities in eight states, including Oklahoma, Texas, Arkansas, Kansas, Louisiana, Tennessee, Georgia and Wyoming. A technology leader in the cable and broadband sectors, Vyve Broadband offers an extensive range of broadband, fiber connectivity, cable television and voice services for commercial and residential customers. Vyve was formed as a platform to provide the very best next-generation services and features available, along with a sector-leading customer experience. Residential services include high-speed Internet with speeds up to 1 Gig, all-digital, high-definition video and fully featured digital voice. Vyve Business Services include optical Ethernet, PRI and hosted voice services for the business community.

Job Summary

Successful candidate will be responsible for selling a full suite of Enterprise Class Products and Services, specializing in mid/large cap business market. Responsibilities include daily canvassing of assigned opportunities for acquisition of new Enterprise Class customers and meeting with business owners/key-decision makers to offer an enhanced product set of Fiber based Internet and Telephony service solutions. The Enterprise Sales – Business Service Representative will establish Vyve Broadband as the premier choice in a competitive environment for markets served. Minimum of 3-5+ years business sales (B2B) experience required with a primary role/history of sales within Enterprise Class department or relative experience. Must be self-motivated and have the ability to work independently, experience in prospecting new business accounts, a dynamic personality and possess a strong work ethic, and a sense of pride in working for a first-class organization; ability to meet monthly revenue goals assigned by sales management and have a valid driver's license, clean driving record and dependable transportation. Candidate will travel to and spend time within various territory/markets as assigned within Vyve's service region to promote company goals for revenue and subscriber growth.

Core Responsibilities:

- Creates and delivers face-to-face sales presentations that demonstrate knowledge of the latest Vyve Enterprise products and services. Sells with goals of exceeding departmental financial and unit targets. Stays abreast of competitive landscape and emerging technologies to best position Vyve Broadband in the marketplace.
- Develops sales territory, including cultivation of local partnerships and organizational affiliations. Actively generates new leads with targeted businesses through various prospecting activities, including cold calling, canvassing, customer referrals, and partner relationships. Actively seeks ways to promote and position the Vyve brand within territory.



- Retains customer base by delivering on Vyve's company objectives of servicing the customer and supporting one another as well fostering Vyve's core values of honesty and integrity across all internal and external communications. Maintains and builds customer relationships to drive customer retention; works with internal teams to ensure operational efficiencies and service levels that meet and exceed customer expectations through strong customer service orientation with excellent follow up.
- Maintains accurate and quality sales records and prepares sales and activity reports, as required.
- Attends out-of-office meetings with customers on a regular basis and demonstrates excellent verbal and written skills and skill in presenting, persuading, and negotiating.
- Demonstrates high level of Network Design, WAN, Data Network Infrastructure, specialized Data Internet and Telephony Business Solutions, including proficiency knowledge and proficiency in unified communications and Hosted Voice, with firm grasp over Edge Equipment Technologies and Business Continuity/Disaster Recovery concepts as well as E-rate Contracting Processes and Procedures.
- Consistent exercise of independent judgment and discretion in matters of significance.
- Regular, consistent and punctual attendance. Must be able to work nights and weekends, variable schedule(s) as necessary for specific sales and or networking relationship growth.
- Other duties and responsibilities as assigned.

Enterprise Sales – Business Service Representative - Travel Requirement

This is a work/travel position. Candidate must be willing to travel/be on the road for minimum of 40% of work schedule. Weekly/Overnight business travel required.

Experience

Candidate must have 3-5+ years previous outside sales experience in the telecommunications field with focus in Enterprise class products and services; excellent verbal and written communication skills; customer service experience; proven problem solving, analytical and decision making skills; ability to negotiate to the best outcome for the customer and company; solid work experience, history and references; experience in a fast paced work environment; ability to multi-task and prioritize, work in a Windows environment and learn additional programs as needed. High school diploma required, and Bachelor's degree is a plus. Telephony background with key sales experience and knowledge regarding unified communications and hosted voice solutions preferred. Proven sales track record and ability to foster business relationships through longer sales cycles that result in high revenue contract sales. Salesforce.com within Cable Telecommunication Industry experience preferred.

WE PROUDLY OFFER:

- **a friendly and fun work environment**
- **communication and training**



- **great benefits package**
- **courtesy cable (in our markets)**
- **a culture that encourages growth**

Vyve Broadband is an equal opportunity employer and does not unlawfully discriminate against employees or applicants for employment on the basis of an individual's race, color, religion, creed, sex, national origin, age, handicap, disability, marital status, veteran status, reserve or National Guard status, or any other status protected by applicable law.