



Regional Sales - 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 Business Products and Services, specializing in small and midsize business markets. Responsibilities include daily canvassing of assigned opportunities for acquisition of new customers and meeting with business owners/key-decision makers to offer Internet, phone, and cable services through a consultative sales process. The SMB Direct Sales Representative will establish Vyve Broadband as the premier choice in a competitive environment. Previous business sales (B2B) experience preferred. 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.

Regional Sales Travel Requirement

This is a work/travel position. Candidate must be willing to travel/be on the road for minimum of 50% of work schedule. Weekly/Overnight business travel required.

Experience

Candidate must have previous outside sales experience in the telecommunications field; 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. Salesforce.com and Cable/Telecommunication Sales 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.