



Area Sales Manager

SUMMARY

The Area Sales Manager will be responsible for leading sales activities across multiple channels in a designated territory. This position will be responsible for hiring, training, coaching, mentoring and driving a winning sales team that is highly transactional and customer focused. This position reports to the Vice President of Sales & Marketing.

RESPONSIBILITIES

- Build, develop and retain a winning team of aggressive sales reps
- Maintain a pipeline of potential employees by continuously prospecting for new talent
- Lead daily sales team meeting & execute daily sales strategy
- Instill accountability to individual rep funnel activity including prospecting, contacts, presentations and sales
- Provide in-field coaching and develop sales reps ability to increase business
- Motivate team to capture sales opportunities through in-person community events, outbound calls, retail partnerships, business-to-business and business-to-employee relationships, and targeted neighborhood canvassing
- Identify prospective customers for Main Street Broadband and develop creative selling strategies
- Educate sales team on Main Street Broadband products, service offerings, and latest promotions
- Establish and maintain strong community relationships on Main Street Broadband's behalf.
- Involvement in prospecting and networking activities to increase new business development

REQUIREMENTS

- Previous experience in sales & leadership
- 3+ years of sales management experience in high transactional, fast paced, business- to-consumer or business-to-small business sales environment such as telecommunications, wireless, or cable industry
- 1-3+ years of successful experience leading, motivating, and developing a highly dynamic and aggressive outside sales team
- Proven track record of success in meeting and exceeding sales objectives.
- Out of the box prospecting abilities
- Established professional network in local community preferred
- Exceptional leader with a passion and dedication for mentoring and coaching sales and support employees to success
- Ability to thrive in an entrepreneurial, unstructured work environment



- Strong and effective communication, analytical and presentation skills
- Ability to work flexible hours to participate in evening and weekend events
- Must possess strong communication skills, a strong work ethic, high energy, enthusiasm, and a passion for technology
- Bachelor's degree or equivalent experience required
- Mandatory to have a valid state driver's license