

JOIN OUR TEAM

WE'RE GROWING!

All West Communications believes that every connection counts. We are seeking a skilled and detail-oriented Corporate Executive to join our team in Wasatch Back, Evanston, WY and Rock Springs, WY. In this role, you will be responsible for working closely with prospective and existing MDU customers to meet their needs with internet, phone, and television services. Your goal will be to drive growth, achieve sales targets, and provide outstanding customer service. The successful candidate will work closely with all departments, but especially Marketing, and Sales to meet the organization's needs.

Responsibilities:

- Customer Engagement: Identify and engage potential customers through various channels, including phone calls, emails, and in-person meetings.
- Product Knowledge: Develop and maintain a comprehensive understanding of our internet, phone, and television products and services to effectively communicate features, benefits, and pricing to customers.
- Sales Strategy: Utilize sales techniques and strategies to convert leads into customers and meet or exceed sales targets.
- Customer Solutions: Assess customer needs and recommend tailored solutions that align with their requirements and preferences.
- Relationship Building: Build and maintain strong relationships with new and existing customers to ensure satisfaction and foster repeat business.
- Follow-Up: Provide timely follow-up with potential and current customers to address questions, resolve issues, and close sales.
- Documentation: Accurately complete and maintain sales records, customer information, and transaction details in the CRM system.
- Market Awareness: Stay informed about industry trends, competitors, and market conditions to effectively position our offerings and adapt sales strategies as needed.
- Team Collaboration: Work closely with other sales team members, customer service, and technical support to ensure a seamless customer experience.

Technical Skills:

- Business acumen: Understanding of industry trends, customer challenges, and market dynamics to tailor sales approaches and messaging.
- Sales demo skills: Ability to conduct effective sales demos, highlighting the product's unique selling points and addressing customer objections.
- Product customization knowledge: Understanding of how the product can be adjusted to meet specific customer needs and requirements.
- ROI calculation: Ability to calculate the return on investment (ROI) period of the product, particularly for B2B sales.
- Technical aspects of the product: Knowledge of how the product works, its components, and troubleshooting techniques to effectively address customer questions and issues.
- Effective communication: Ability to clearly articulate product benefits, features, and value propositions to customers.
- Problem-solving: Capacity to identify and address customer pain points and objections.
- Product knowledge sharing: Ability to document and share product knowledge internally, ensuring consistency across the sales team.

Qualifications:

- Excellent communication and interpersonal skills
- 2+ years of relevant experience.
- Previous successful MDU business development and sales experience, strongly preferred.
- Ability to work in a fast-paced environment and meet sales targets
- Strong listening and problem-solving skills
- Proficiency in using phone scripts and relationship-building techniques
- Ability to maintain accurate records and reports
- Bachelor's degree in business, marketing, or a related field, preferred

All West is a drug free workplace, conducting pre-employment and random drug testing. Benefits include medical, dental, vision, short-term disability, life insurance, AD&D, 401k with company match, PTO, paid holidays, and more!