

Metro Communications is an established regional telecommunications firm that builds and operates fiber optic network serving the Wireless, Enterprise, Education and Wholesale markets. Founded in 2000, the firm manages over 3,000 miles of network in multiple Central Illinois Counties and continues to expand into new markets every year, averaging 250 fiber optic miles constructed every year.

**Position:** Account Manager/Sales Representative

**Job Summary:** Metro Communications is a fast growing, 100% fiber based, Telecommunications Company. We are building a sales team responsible for selling High-Speed Data, Voice and Video solutions to business ranging from small to large companies. We're looking for dynamic, result-oriented individuals with the ability to meet ambitious sales goals, work in a fast-paced and supportive environment, and to grow company revenues.

**MAIN OFFICE IS LOCATED IN SULLIVAN IL BUT MOST WORK IS DONE IN THE FIELD.**

**Key Duties & Responsibilities:**

- Drive business growth by making face-to-face consultative sales for fiber-based technologies.
- Grow the business through developing and maintaining sales plans for specific territory and for each account, including identifying new prospects using multiple sources of sales leads.
- Make sales presentations to customers. Use selling techniques to leverage the position of Metro and promote the products we offer.
- Meet or exceed designated monthly quota.
- Base salary plus incentive- based commission pay. High performers have the potential to earn \$65-70,000 or more annually.
- Job training and ramp up provided
- Employee development with promotion opportunities will allow individuals to grow within the organization.
- Opportunity to work in a supportive team environment within the central Illinois area

**Minimum Requirements:**

- Valid driver's license
- Excellent verbal and written communication skills
- Must possess and demonstrate excellent customer service skills
- Must be detail oriented with good organizational and time management skills
- Ability to multi task effectively
- Must be analytical and have proven problem-solving abilities
- Must have effective interpersonal skills to interact successfully with customers, management and team members to ensure customer satisfaction

- Must successfully pass pre-employment background check & drug screening
- Other duties as assigned

**Benefits**

- Challenging work in a positive environment
- Flexible work schedule
- Small business culture
- Working for a growing and respected firm
- Healthcare Benefits
- 401k Match Program

**All candidates agree to complete a selection assessment and pre-employment drug screen.**

**Job Types:** Full-time