



Bresco Broadband is growing again! Columbus is growing exponentially and the amount of opportunities too, that is why we need to expand our sales team.

Job Type: Full-time / Part Time Positions Available

Location: Downtown Columbus, Ohio Shifts: Office hours 9:00 a.m. to 5:00 p.m., Monday through Friday

Compensation: \$20 per hour and commissions.

Are you seeking an opportunity in a small business where you have independence and control of your success?

Are you goal-oriented, organized, self-starter with proven skills in customer relations and sales?

Do you enjoy working with computers, WiFi, Fixed Wireless and VoIP technologies, talking with people, providing a great customer experience, and learning new technologies?

Bresco Broadband is one of the fastest growing ISP's in Ohio. We focus on the customer experience and deliver blazing fast internet, TV and Telephone at affordable rates. Bresco Broadband has two Data Centers, and an extensive state-wide fiber optic network. We provide Fixed Wireless, Business and Residential Fiber and Multi-Tenant (Apartment/Condo) Internet Access. Our team is our most valuable resource. We take great care of our team and our team takes care of our customers.

Sales Representative Primary Responsibilities:

- Sell Bresco products and services to both individuals and companies.
- Identify, contact and build relationships with prospective customers through a combination of telephone and in-person cold calls, networking and referrals to obtain appointments.
- Define and achieve personal and corporate revenue objectives within schedule.
- Leverage the CRM system to develop prospecting and sales strategy that ensures high activity and effective closing ratios.
- Maintain an updated database in sales database (CRM) including all activities, partners, and opportunities with their current status.
- Design customized, cost-effective solutions for the client.
- Submit pricing and pre-qualification requests reflecting the client's requirements.
- Submit agreements for customers signature.
- Assist business events.
- Build market position by locating, developing, defining, negotiating, and closing business relationships.
- Stay knowledgeable of current technology trends in the industry.
- Manage a territory using technology, prioritization and time management skills.
- Maintain open and effective lines of communication throughout the organization to maintain a sense of teamwork, enthusiasm, pride, and quality workmanship.
- Capture and review any competitive intelligence gathered and proactively communicates this information to marketing and sales team.
- Expedite the resolution of customer problems and complaints to maximize satisfaction

- Stay current with Bresco's product updates and new technologies
- Report your expenses and mileage in the forms provided and on time.
- Continuously improve through feedback
- Be a team player and support any activity management requires.
- Always look for new opportunities to expand the business.

If you're hired, you'll also be rewarded with:

- Technical Training as required for position
- A new and different experience each workday, all year long
- The ability to work on your own - yet be part of our winning team
- Training on new technologies.
- Learn new skills like WIFI Technologies, fiber installation and termination.
- Team and company group activities, Baseball, Hockey Games, Company outings.
- Advancement opportunities within Bresco Broadband.
- Flexible work schedule (Events and networking)
- Free Internet & TV if living in our service area

Full time additional rewards:

- Two Weeks per year of paid vacation, one week after 6 months
- \$3,120 in annual Medical HSA benefits in addition to pay
- 6 Paid Holiday's per year

Position requirements:

- Relevant work experience.
- Experience in customer service, marketing or sales.
- Valid driver's license.
- Willingness to assist different industry events out of office hours.
- Exceptional people skills.

Bresco Broadband is an equal opportunity employer.

We're proud to be an equal opportunity employer- and celebrate our employees' differences, including race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, and Veteran status. Different makes us better.