

## Job Description

### Sr. Client Consultant

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01-12-2023

**Title: Sr. Client Consultant**

**Reports to:** Director of Sales

**Overview:**

Since 1999 Bresco Broadband has operated as a technology company. We offer solutions that include reliable Internet Services, via optical and air-fiber, IPTV streaming, Data Center real estate and related services, Access Control, and Video Surveillance.

The Sr. Client Consultant is a strategic position on the Sales team that is responsible for generating new business relationships in the commercial and multi-family dwelling vertical markets. Success will be measured by following the goals and objectives for the position, by demonstrating enthusiasm while performing the job duties, and by displaying a strong desire to contribute to the success of the sales team.

**Sr. Client Consultant Responsibilities, Goals, and Objectives:**

- Be the Subject Matter Expert for all Bresco's solutions
- Develop customer solutions using Bresco's core service offerings
- Prospect for new client relationships
- Confirm and attend client meetings
- Perform all duties with a heightened sense of urgency
- Position Bresco to be the preferred partner for the products and services we provide
- Work with existing clients to re-new expiring agreements
- Create and present proposals/quotes for the sale of Bresco products and services
- Create and present agreements for client execution: Services, Rights-of-Entry, Sales Orders
- Obtain or exceed the minimum monthly quota that is assigned to the position

**Job Requirements:**

- High energy, self-starter with good time management skills
- Present and maintain a professional image
- Good understanding of various marketing and selling techniques
- Excellent verbal and written communication skills
- Proficient computer skills
- Ability to learn and use the computer software and online applications adopted by Bresco
- Maintain and update Bresco's databases that track account information
- Have a passion for securing new clients and for customer satisfaction
- Minimum of 5 years in a customer facing sales role

**Compensation/benefits:**

- Exempt, Salary
- Eligible for commission
- Medical Plan, HSA
- IPTV streaming service, Internet (if serviceable)