

Position Announcement

Title: Sales Representative

Status: Part or Full Time Options

Reports to: Operations Manager

Location: Based out of Astoria, OR

Regional Travel required

MossyTel is a Voice over Internet Protocol (VoIP) Systems and Service Provider. Our phone systems and service can be customized for any size business to provide a rich selection of features to improve productivity and connectivity. We are looking for an experienced Sales Representative to join our team working from our Astoria office and travel the region.

Summary

A Sales Representative is one of the first presentations of the company both in person and by phone. They should be professional, courteous, and value our clients' time. Primary duties include taking phone calls from interested prospects, meeting with prospects, identifying client needs, recommending products and services, and submitting orders.

Wage

Dependent on Experience

Part-time - 19,500 - 27,000 **Plus Commissions**

Full-time - 28,000 - 42,000 **Plus Commissions**

MossyTel Sales Philosophy

Meeting our clients' needs should always be the top priority. Though this position receives commissions, it is MossyTel's policy that clients are sold only necessary products or services, or never feel as though they have been pressured or upsold. Clients should be confident the system and service provided is customized for exactly what is needed.

Responsibilities

- Build and maintain strong professional relationship by understanding the client and their needs
- Work individually and with team members to market existing products by evaluating prospective clients and their needs
- Provide expert knowledge of the functions and features of phone systems and service

- Answering client inquiries with efficiency, knowledge and professionalism
- Represent company at industry meetings, conferences, and events
- Using sales management software for internal communication and organization of sales process.

Qualifications

High School Diploma and AND Six (6) years of Sales experience

OR

An Associate Degree or better in a sales-related field AND Two (2) years of Sales experience

A combination of education and experience demonstrating a working knowledge of the duties and responsibilities of the position may be considered in meeting the qualifications.

The preferred candidate will have:

- Traits and skills such as the ability to sell, a friendly personality, strong communication skills, problem-solving, and flexibility
- Experience designing a sales process or marketing campaign
- Experience as senior or training team member

Other Requirements

- Knowledge of basic IT Networking equipment
- Willing and able to meet travel requirements, approximately 50-75%
- A valid driver's license and auto insurance
- Flexibility of schedule to meet the broad needs of the business and clients

Those interested should send a cover letter and resume to employment@mossytel.com or submit in person at 230 8th Street, Astoria OR