



Residential Field Consultant

Atlantic Broadband is actively seeking Direct Sales Representatives (RFC) to join our fast growing Residential Products team. RFC's work with new customers to provide the best options for Video, Internet and Phone service. As a member of the Residential Product team RFC's are the face of Atlantic Broadband and a key part of our strong double digit revenue growth.

Ideal candidates for this position are organized, self-motivated, and outgoing individuals that have the ability to listen to customers, provide solutions, and ultimately close sales in a consultative manner.

These individuals will generate new customer relationships through door-to-door solicitation selling our video, internet, and phone products. These individuals will also have a strong desire to succeed and use their exceptional interpersonal skills to provide an unmatched sales experience. Acting as the face of Atlantic Broadband in the customer's home, these individuals will help professionally market our products and services.

Success in this role will require someone that is self-disciplined, has the ability to maintain a positive attitude and has a strong desire to sell using an uncapped commission plan.

Responsibilities

- Conducts outstanding in-home sales presentations to new customers through door-to-door solicitation.
- Meets/exceeds sales quota on a daily/weekly basis.
- Participates in local marketing events when needed.
- Builds and maintains a thorough understanding of all of Atlantic Broadband's products and services.
- Delivers unparalleled customer service.
- Places orders using a mobile device such as an iPad.
- Attends sales meetings and actively participates.

Requirements

- High school diploma or GED along with at least 1 year sales experience.
- Is able to work nights and weekends as necessary in order to exceed all sales quotas
- Is able to walk for extended periods of time, work outside and during inclement weather, and lift up to 50 lbs.
- Effectively communicates both verbally and in writing.
- Must have basic math and computer skills.
- Must have effective time-management skills with the ability to prioritize.
- Must have a valid Driver's License and insurance in applicable area.



In addition to our company wide benefits which include: medical, dental, vision, 401k match, stock purchase plan, flex spending, vacation, PTO, tuition reimbursement and free service within our footprint, we provide our RFC's with a company cell phone, iPad, professional branded apparel, all collateral, gas reimbursement and a training program to set you up for success!

Come join our high growth team and be a part of a group that rewards success!