

Business Development Representative (Internet & Telecommunications Sales)

We are seeking a results-driven Business Development Representative to drive sales of internet services and business telecommunications solutions. This role focuses on identifying new business opportunities, building strong client relationships, and delivering tailored connectivity and communication solutions that meet customer needs.

Key Responsibilities:

- Prospect, identify, and develop new business opportunities within service area
- Sell internet services, VoIP systems, data solutions, and other business telecom products
- Conduct needs assessments and recommend customized solutions to clients
- Build and maintain long-term relationships with new and existing businesses
- Prepare and deliver presentations, proposals, and contracts
- Stay up to date on product offerings, industry trends, and competitor activities
- Collaborate with internal teams to ensure smooth implementation and customer satisfaction
- Maintain accurate records of sales activities in CRM systems

Qualifications:

- Bachelor's degree in Business, Marketing, Communications, or related field (or equivalent experience)
- 2+ years of B2B sales experience, preferably in telecommunications, technology, or internet services
- Strong understanding of telecom products such as broadband, fiber, VoIP, and networking solutions
- Excellent communication, negotiation, and presentation skills
- Self-motivated, goal-oriented, and able to work independently
- Proficiency with CRM software and Microsoft Office Suite
- Valid driver's license and clean driving record required

Preferred Skills:

- Experience with solution-based or consultative selling
- Knowledge of local business markets and industries
- Technical aptitude to understand and explain telecom solutions

Work Environment:

- Combination of office, remote work, and field sales.
- Attend local events to engage with the business community