

Job Title: Regional Sales & Business Development Manager

Department: Emtelle USA Sales

Vacancy Code: SM01

Emtelle are growing, and with our latest expansion we are soon to be manufacturing from our brand new facility in Fletcher, North Carolina. This is a unique opportunity to join our team at grass-roots level and impart your knowledge and experience to help Emtelle USA grow and succeed.

We are looking for a proactive and outgoing sales individual that has worked in the FTTx industry previously. Drive, strong creative thinking and strategic approach to sales are an absolute must for this role. Primarily this role will be remote/home office based with a strong requirement for travel to key accounts and new potential customers.

Requirement & Responsibilities Overview

Reporting to the VP of Sales, this is a sales and business development role where you will be responsible for a strategy development and support of sales of the Emtelle portfolio of products within your given territory.

You will be responsible for managing day-to-day activities such as quoting, customer visits, sales calls, market and product research and forecasting as well as the building of relationships and managing of key information that is to be fed back to the VP of sales.

You will be responsible for engaging with new customers as well as managing a high level of service for existing ones.

Qualifications

- Minimum of 3 years experience in sales and or business development in the communications industry
- Knowledge of fiber to the home / fiber to the x infrastructure and relevant components and products such as fiber optic cables, conduits/pathways
- Understanding of various installation methods and techniques to build fiber to the home networks
- Ability to embrace new sales methodologies, techniques and innovative ideas
- Excellent work ethic and drive for team success – your input will be highly valued and we encourage you to bring your strategies and ideas forward to help us reach our goals

Benefits

We offer realistic sales goals and targets and give you the ability to plan your own success. Competitive base salary and commission plan as well as an excellent benefits and holiday package.

- A supportive and positive place of work
- 401k with company match (details available upon request)
- Health benefits including Medical, Dental & Prescription Drug Coverage
- Vacation allowance
- Sick Pay
- Competitive PTO/Paid Holiday allowance
- Company car allowance and full travel expense coverage