

## **Direct Sales Representative**

**Location:** Parker and surrounding counties, TX

**Job Overview:** Syntrio, a local fiber optic broadband service provider with corporate office located in Vernon Texas, is seeking a motivated and results-driven Direct Sales Representative to join our dynamic sales team. This role offers unlimited earning potential with uncapped commissions and a base salary. Your key responsibilities are selling telecommunication services directly to residential customers through multiple touch points. This is an amazing opportunity to represent our organization in Parker and surrounding Texas counties.

### **Responsibilities:**

- Work with Multi-Dwelling Units (MDUs), homeowners' associations, local builders, and realtors to expand customer base and build strong relationships.
- Obtain new customers in a residential environment through professional, face-to-face interaction with residents, property management groups, and other referral sources.
- Conduct targeted community outreach initiatives on behalf of our clients.
- Distribute marketing material, facilitate strategic marketing campaigns, and build Syntrio brand awareness.
- Be a customer advocate in working with our construction and engineering departments to ensure customer needs are met effectively.
- Understand customer needs and articulate solutions.
- Attend mandatory sales meetings and report sales statistics accurately and promptly to management.
- Engage with potential customers by presenting the features, advantages, and benefits of our services and how it can improve their connectivity.
- Maintain and update accurate customer records, tracking sales activities, interactions, and follow-ups.
- Utilize our CRM tools to manage leads, track sales progress, and report on daily activities.
- Provide exceptional customer service throughout the sales process, ensuring satisfaction and fostering long-term relationships.
- Stay up to date with what the competition is doing in your market.
- Stay informed about industry trends, competitor products, and new technologies to effectively differentiate our fiber optic services.
- Collaborate with team members and sales leaders to optimize sales strategies and market approaches.
- Continuously improve sales techniques and product knowledge through training and feedback.
- Review and understand property contract language, service levels, restrictions, and obligations.

### **What You Bring to the Table:**

- Ability to work in a fast-paced challenging environment.
- Enjoys working outdoors "on the hunt" since 90% of all work is in the field.
- Excellent communications, relationship building, organizational, presentation, and influence skills.
- Positive, creative, and persuasive personality.
- Motivated, self-starter, and comfortable with working autonomously.
- Detail-oriented with highly developed organizational and time management skills.
- Sales-quota driven.
- Valid driver's license and reliable transportation.
- Passionate about connecting with potential customers and bringing them the joy of our products.
- Driven to succeed in every situation presented.
- Resilient and adaptable to an ever-changing environment.
- Ability to work outdoors and travel within assigned territories.
- Proactive, positive attitude with the ability to handle rejection and objections constructively.

### **Education and Certifications:**

- College degree preferred but not mandatory
- High school diploma or equivalent.

### **Benefits:**

- Opportunity for uncapped earning potential.
- Company vehicle provided.
- 401k retirement plan, with employer match.
- Employer Insurance provided, medical, dental, vision, prescription, short and long term disability.
- Paid Time Off/Vacation:
- Paid Holidays: 10 days per year.
- Employee discount program.

### **Compensation Package:**

- Competitive Salary, potential annual performance bonus, and uncapped commission