



## **SALES CAREER PATHWAY**

2124 Avenue C, Bethlehem, PA 18017

610-419-2816

<https://www.rcn.com/dc-metro/>

**FIND OPENINGS:** <https://www.rcn.com/hub/about-rcn/careers/>

### **Business Description**

It is part of our Mission Statement, but more importantly, it is what we believe in. At Grande Communications, RCN and Wave Broadband we believe in the power of equality, the power of diversity and different viewpoints, the power in creating a culture where everyone feels and is included. Together we strive daily to create an inclusive and diverse workplace for our employees, our customers and our community.

### **Knowledge, Skills, and Abilities Needed**

We're looking for employees who are or have...

- Hardworking
- Action Oriented
- Teamwork

### **Connect with us on Social Media!**



@RCN



@RCNconnects



@RCNconnects



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Enterprise  
Account  
Executive

- 4-year College degree (preferred)
- High School Diploma or equivalent (required)
- Minimum 5 years' experience Commercial Sales in Telecommunications (required)
- Focused on solution selling strategies
- Complex voice/data enterprise network accounts
- Involved in network infrastructure, network design and custom applications
- Consultative selling, account planning and account management with emphasis on customer service
- Focused on new customer acquisition through networking, prospecting, relationship-building, contract negotiating and closing techniques.
- Vertical markets include, but not limited to, government contractors/agencies, multinational corporations, hotels/motels, universities and healthcare facilities

SMB  
Representative

- 4-year College degree (preferred)
- High School Diploma or equivalent (required)
- Minimum 2 years' experience Commercial Sales (required)
- Commercial Sales experience in Telecommunications (preferred)
- Sell RCN Voice, Data and Video services within an assigned geographic region
- Create sales strategy based on networking, cold calling and direct sales techniques
- Adaptable/flexible sales pitches based on industry needs
- Articulate solutions to multi-level decision-makers

Direct Sales  
Representative

- High School Diploma or equivalent (required)
- Sales or marketing background (preferred)
- Build and maintain residential customer relationships
- Face-to-face selling strategy
- Participation in local events, focusing on distribution of appropriate marketing materials

**START HERE**