



Job Description

Job Title: Outside Sales
Department: Marketing
Reports To: President
FLSA Status: Exempt
Revised By: Heather Pesek
Revised Date: 02/17/2025

Approved By: _____

Approved Date: _____

SUMMARY

Identify and close profitable sales opportunities. Initiate, build and maintain strategic relationships within TISD’s target market of residential and commercial customers. Ensure market profitability through key initiatives and local partnerships.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following:
(Management retains the discretion to add to or change the duties of the position at any time)

- Support TISD’s mission and vision, demonstrating our values consistently.
- Represent TISD with public, community groups and professional organizations.
- Demonstrate a high contribution to both individual and team goals.
- Give high priority to prospecting through cold calling, networking and social media activities.
- Continually learn and develop sales skills, techniques and product knowledge to increase success.
- Keep Leadership advised of trends affecting TISD’s competitive status.
- Deliver the highest standard of customer service.
- Meet and exceed assigned sales quota by acquiring new customer base.
- Must be able to build and maintain relationships in order to receive referrals and reference letters.
- Work with customers to understand budgets and timelines for new or upgraded solutions.
- Must be able to uncover present contractual obligations of new prospects.
- Grow and maintain a healthy sales funnel in relation to quota.
- Run Discovery appointments to identify decision makers and uncover business needs.

- Perform other duties in support of the sales functions.
- Must be able to travel.
- Must have strong work ethic as this position will require a lot of sales activity in the field and on the phone.

QUALIFICATIONS

The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION and/or EXPERIENCE

Bachelor's degree (BBA preferred) or equivalent experience plus 2 or more years of sales experience. Sales background in the following areas is a plus:

- Fixed wireless and other telecommunications products

LANGUAGE SKILLS

Ability to read, analyze, and interpret general business periodicals, financial statements, professional journals, technical procedures, and governmental regulations. Ability to effectively write reports and business correspondence. Ability to effectively present information verbally and respond to questions from clients and/or the public. Spanish/English bilingual a plus.

REASONING ABILITY

Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret a variety of technical instructions with variables.

CERTIFICATES, LICENSES, REGISTRATIONS

Valid Texas Driver's License and insurable driving record.

Must pass pre-employment drug screen and physical.

Must be able to successfully complete a background check.

Must have a reliable mode of transportation.

OTHER SKILLS AND ABILITIES

- Ability to work flexible hours including evenings and weekends.
- Ability to work at multiple locations within the South Texas region.
- Strong personal and professional networking abilities.
- Excellent communication skills (written and verbal).
- Solid understanding of complete sales cycle management, from prospecting to closing.
- Ability to work as part of a team while demonstrating flexibility, reliability, and initiative.
- Knowledge of telecommunications technology, products and services.
- Skill in operating various types of office equipment such as personal computer, various software programs, and telephone systems.
- Skill in identifying and resolving TISD customer issues.
- Ability to communicate with customers, employees, and various business contacts in a professional and courteous manner.
- Professional appearance.
- Ability to organize and prioritize multiple work assignments.

- Ability to pay close attention to detail.
- Must maintain up-to-date CRM, develop quotes, and adhere to all reporting guidelines

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is frequently required to sit, stand, walk, reach with hands and arms, climb or balance, stoop, kneel, or crouch. The employee must occasionally lift and/or move up to 25 pounds.

WORK ENVIRONMENT

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is occasionally exposed to outside weather conditions. The noise level in the work environment is usually moderate.

CATEGORY DECISION

The duties and responsibilities for this position have been analyzed. On that basis, this position has been judged to be: Exempt-Outside Sales

President:

Date