



## POSITION OPENING

Northland Communications is a nationally-recognized company specializing in providing quality communication services that meet the needs of consumers and businesses located in smaller communities. We are seeking an assertive, goal orientated individual with exceptional aptitude and charisma to build and foster business customer relationships through a team environment. Bring your business skills and we will provide training and an exciting communications industry career path,

This individual will join our team in the position of:

### **Business Solutions Account Associate**

The Business Solutions Account Associate is responsible for generating Northland Business Solutions sales opportunities for an assigned sales territory. This position reports to the Business Manager. Duties and responsibilities include but are not limited to the following:

- Identify Business Solutions opportunities in the assigned territory;
- Execute sales strategy to meet sales goals for the assigned region;
- Coordinate customer's solution needs, solution estimate and final solution price quote for all Northland Business Solution products;
- Communicate sales activities, reports and results as requested by Management;
- Develop and implement marketing plans, proposals and presentations as needed;
- Ongoing customer relationship management of existing customer base within an assigned territory;
- Maintain prospect & customer contact database.

Successful candidates are proficient in MS Office, detail oriented, possess the ability to work independently, success-driven, have a great positive attitude and have outstanding communications skills. Qualified candidates must have a minimum of 2+ years sales experience. Candidate will utilize personal vehicle and receive mileage reimbursement. Valid insurance coverage and driver's license required.

Northland offers an exciting benefits package including subsidized employee and dependent medical, dental and vision insurance, 401(k), company paid life insurance, vacation, holiday and sick pay and educational assistance. Voluntary life insurance and disability coverage are available.

To join the Northland team, please specify the position and salary requirements and send your resume to:

**ATTN: Business Solutions Account Associate - Corsicana**

Northland Communications

101 Stewart St., Suite 700

Seattle, WA 98101

Fax: 206.623.9015

E-mail: [jobs-cor@northlandcable.com](mailto:jobs-cor@northlandcable.com)

Equal Opportunity Employer. Pre-employment drug test, motor vehicle record and background check required.