



MNJ TECHNOLOGIES

Position Title: Connectivity Sales Specialist

Department: Product Management

FLSA Status: Exempt

Location: Buffalo Grove, IL or Remote

Reports To: Vice President of Business Development

Position Purpose:

As a Connectivity Sales Specialist, you will be responsible for driving sales of connectivity solutions and circuits for our CLEC business. Your role will involve prospecting, nurturing client relationships, and selling network connectivity services to businesses seeking reliable telecommunications solutions.

Every effort has been made to identify the essential functions of this position. However, it in no way states or implies that these are the only duties you will be required to perform. The omission of specific duties from this list does not exclude them from the position if the work is similar, related, or is an essential function of the position.

Position Responsibilities:

- Identify and prospect potential clients in target industries or markets seeking connectivity services and circuits.
- Generate leads through various methods, including cold calling, networking, and leveraging industry contacts.
- Build and maintain strong relationships with clients, understanding their connectivity needs and proposing suitable solutions.
- Conduct consultations, presentations, and demonstrations to showcase the benefits and features of our connectivity services.
- Understand client requirements and recommend appropriate connectivity services, circuits, or network solutions tailored to their needs.
- Prepare and present proposals, quotes, and contracts, articulating the value proposition of our services effectively.
- Manage the sales pipeline effectively, tracking leads, opportunities, and sales activities using CRM tools.
- Follow up on leads, maintain regular communication, and progress opportunities through the sales cycle.

- Collaborate with internal teams, including but not limited to, technical support and operations, to ensure seamless delivery and implementation of services.
- Stay updated on industry trends, competitor activities, and emerging technologies in telecommunications to inform sales strategies.
- Provide feedback and insights to the sales and product teams to improve offerings and stay competitive in the market.
- Other duties as assigned.

Position Requirements:

- High School diploma or GED.
- At least 1 year of sales experience in telecommunications, specifically selling connectivity services, circuits, or networking solutions.
- Must meet or exceed sales targets and driving revenue growth.
- Strong communication, negotiation, and presentation skills to effectively engage with clients and communicate technical concepts.
- Ability to build rapport and foster strong relationships with prospects and clients.
- Proficiency in CRM software and Microsoft Office Suite (Word, Excel, PowerPoint).
- Self-motivated, proactive individual with the ability to prioritize and complete tasks in a timely manner.
- Attention to detail and follow-through.
- Must be able to read, write, speak, and understand the English language.
- Ability to perform at a high-level in a remote work environment.

Acknowledgment

I have read this job description and fully understand the requirements set forth therein. I hereby accept the position of **Connectivity Sales Specialist** and agree to perform the identified essential functions in a safe manner and in accordance with MNJ established procedures.

I understand that my employment is at-will, and thereby understand that my employment may be terminated at-will either by MNJ or myself and that such notice can be made with or without notice.

Date

Employee's Signature

Employee's Printed Name