



PO Box 1030, Fruitland, ID 83619
(208) 452-2000

OPEN POSITION AT FARMERS MUTUAL TELEPHONE COMPANY IN FRUITLAND IDAHO

Job Title: Outside Sales Representative

Job Description:

- Drives business development and marketing strategies to increase our brand awareness, generate leads, and increase revenue.
- Works closely with the department managers to conduct market research, and analysis to identify potential new business opportunities.
- Uses solution selling techniques to leverage the position of Farmers products to educate and influence customers to buy products.
- Meets with prospective customers to collect information required to assess their home/business needs in detail and qualify prospects; delivers sales presentations and demonstrations to customers and prospects.
- Serve as staff liaison to designated groups or organizations deemed important in the market, such as the Chamber of Commerce and other civic groups.
- Build professional and trusting relationships with key community leaders and business partners.
- Act as a Brand Ambassador in new markets and ensure consistent communication of brand and image.

Requirements:

- Excellent listening, verbal, written communication skills, presentation skills, technical aptitude, customer focus and collaborative skills to work effectively with teams throughout organization
- 2 years of outside or field sales experience with quotas and cold calling
- A working knowledge of general marketing principle, tools, and processes.
- A strong background in selling technical solutions to high level executive decision makers.
- Must have a good knowledge of Microsoft Windows Operating systems, office suite, and Internet browsers.
- Must possess the ability to uncover business needs, influence others and position the appropriate product for their business.
- Strong level of commitment to customer satisfaction.

Additional Qualifications/Requirements preferred:

- Desired – Associates/BA Degree (i.e. Business, Telecom)
- 2 years of outside or field sales in Telecom
- Valid driver's license with a good driving record

How to apply: Please download an application from our website at www.fmtc.com (contact us, employment opportunities) or pick an application up in our office at 319 SW 3rd St, Fruitland, ID.

Close date: When filled
Hours per Week: 40
Duration: Permanent
Shift: Day Shift
Salary: Depends on Experience
Benefits: Vacation pay, Sick leave, 401K Contributions and more...

Please submit an Application and Resume to:

Farmers Mutual Telephone Company
Attn: H.R. Department
319 SW 3rd St. / P.O. Box 1030
Fruitland, ID. 83619
Email: fmtcjobs@fmtc.com / Fax: 208-452-5341