



Residential Sales Representative

Since 1982, Full Channel has been the broadband provider of choice for the East Bay. With a full array of Digital TV, High-Speed Internet and Digital Phone products, Full Channel continues to provide locally-based service, more channels, and faster speeds for less money. We're in the process of expanding our outside sales team and we want you to apply!

As a Residential Sales Representative, you'll be responsible for signing up new residential customers within an assigned neighborhood. You'll be visiting with residents at their homes and informing them about the benefits of switching from their current providers to a local company who cares.

As part of our Residential Sales team, you'll be rewarded for your performance while having fun, meeting new people, and turning them on to all the great products and services Full Channel provides. The more you sell, the greater your potential rewards can be. This is the ideal role for the individual who enjoys being on the go and out of the office. You will have the opportunity to 'own your day' like a self-employed business owner, but without all the risks associated with self-employment. Self-motivated, independent, and goal-oriented individuals find the freedom, entrepreneurial nature, and unlimited earning potential of this role very appealing.

This opportunity includes:

- Information for prospective customers and the power to match residents with the customized services that best fit their needs and lifestyle.
- The ability to work a flexible schedule.
- New leads every month.
- Cell phone reimbursement and apparel.
- Company matching 401(k).
- Competitive Medical and Dental plans for Full Time employees.
- Free services for employees who reside in our service area.
- Paid training throughout learning what it takes to be successful.
- A tiered commission structure, so nothing will stand in the way of you reaching \$50k+!

Qualifications:

- Experience in a customer service or sales role. Previous door-to-door sales experience is just a plus!
- A positive, outgoing, and friendly attitude.
- Strong written and verbal communication skills.
- A willingness to work flexible hours - including evenings and weekends.
- The ability to work in adverse weather conditions and to walk for extensive periods of time.
- A valid driver's license, car insurance, a satisfactory driving record/background check, and use of a reliable personal vehicle.

Full Channel is proud to celebrate diversity in the workplace. We are committed to equal employment opportunities and we will not discriminate against employees or applicants for employment on any legally-recognized basis including, but not limited to: veteran status, uniform service member status, race, color, religion, sex, national origin, age and physical or mental disability. In addition, race, color, religion, sex, pregnancy, childbirth or related medical conditions, disability, age (40 and over), sexual orientation, gender identity or expression, country of ancestral origin, positive AIDS test result (except where shown on the testimony of competent medical authorities, to constitute a clear and present danger of AIDS virus transmission to others) and genetic testing are also protected classes in Rhode Island.

If you have questions, you may discuss Full Channel's equal employment opportunity policy with a member of the administrative staff.

Job Types: Full-time, Part-time

To apply, please send resume to jobs@fullchannel.com or call (401) 337-8135.