



POSITION DESCRIPTION

Position Title: Sales Representative

Role Status: Full Time / Non Exempt

Location: Nuuuli, Am. Samoa

Reports to: Sales Manager

Business Unit: Sales

Date: October 2021

Position Summary:

Reporting to Sales Manager, identify sales opportunities and develop new and existing corporate business and government accounts; achieve sales targets for a wide range of Bluesky services and products.

Key Accountabilities and Results Areas (to be reviewed with the Sales Manager)

Major Responsibilities

- Identify corporate business and government sales prospects through face to face solicitation of targeted prospects within an assigned territory or following leads from internal and/or external sources
- Cultivate relationships, develop new business and provide innovative solutions to our customers
- Participate in all aspects of the sales process: cold calling, conducting needs assessments, preparing proposals and arrange and conduct product demonstrations and presentations
- Achieve new sales quotas and maintain established business customers in an assigned territory
- Arrange and conduct product demonstrations and presentations
- Monitor industry and competitor sales and product strategies, and promotional campaigns
- Negotiate price and volume discounts within well defined schedules and guidelines
- Work closely with the Technical Support Team to develop revenue generating technical solutions for corporate customers
- Complete small, short-term projects with weekly to quarterly timeframes; perform ongoing, regular assigned tasks on a weekly/monthly basis
- Provide Residential Sales leads to appropriate representative
- Complete small, short-term projects with weekly to quarterly timeframes
- Perform ongoing, regular tasks on a weekly/monthly basis
- Perform other duties as assigned
- Work independently with minimal supervision

Key Stakeholder Relationships

Internal Stakeholders:	<ul style="list-style-type: none">• Management Team• Sales Team• Customer Services Team• Technical Support Team• Collections Representatives• Retail Sales Team
External Stakeholders:	<ul style="list-style-type: none">• Business/Corporate Customers• Government Representatives/Officials

Key Requirements and Competencies

<p>Qualifications/ Experience:</p>	<ul style="list-style-type: none"> • Minimum of 3 years of experience in professional sales position or similar job; preferably business to business sales • Demonstrated success as top sales performer in a commission-based environment • Bachelor’s Degree in business, Communications, or related field or Associates Degree with the required years of relevant sales experience preferred • Experience with cold calling, overcoming objections and sales presentations • Knowledge and experience working in the telecommunications industry, a plus but not required
<p>Knowledge/ Skills /Ability:</p>	<ul style="list-style-type: none"> • Possess excellent written and verbal communications skills • Self-motivated, self-starter, personable and well organized • Strong commitment to and ability to provide to excellent customer service; placing high priority on meeting the needs and demands of customers; ability to maintain and develop working relationships with customers • Ability to effectively communicate product features to vendors • Quick learner to understand technical products, services and solutions • Strong problem-solving skills- identify, evaluate and implement solutions to complex customer account issues or requests • Ability to work collaboratively and effectively as a member of the Sales and Bluesky team as well as work independently with minimal supervision • Proficient PC skills and experience working with Customer Relationship Management (CRM) applications • Ability to comprehend and analyze sales figures • Must be honest in handling cash and stock • Possess valid driver’s license • Must have clean driving & police record
<p>Organisational Competencies:</p>	<p>Customer Service – Even in the most difficult situations, elicits feedback from customers; creates strategies to help Bluesky serve customers more effectively; considers both short and long-term interests of the customer in making service decisions, and takes risks to serve these interests; creates strategies to help Bluesky service customers more effectively.</p> <p>Learning Agility - Demonstrates and advocates a personal learning orientation; seeks and constructively uses feedback to build on strengths and manage weaknesses; is curious and shares learning, and in doing so creates an expectation in others to seek and learn from experiences.</p> <p>Building Collaborative Relationships - Exhibits an ability to cooperate and collaborate with colleagues across Bluesky to achieve shared goals; develops and maintains a range of internal and external networks to meet organisational objectives; proactively removes barriers to create teamwork amongst diverse groups.</p> <p>Self Management - Sets personal goals in line with business unit plans; takes responsibility for prioritising own work; looks for opportunities to improve performance; is passionate about achieving results.</p> <p>Continuous Improvement – Looks for opportunities to apply continuous improvement practices / principles in their work area; responds to suggestions from others; applies new learning so as to improve individual and team performance.</p>

Compliance

Business Compliance:	<p>Ensure a sound understanding and:</p> <ul style="list-style-type: none"> • Demonstrate commitment to and comply with all legislation and Bluesky policy relevant to the role and all activities undertaken in the role • Ethical performance in an effort to maintain a high standard of conduct expected and deserved by our customers and to enable the Company to continue to offer its services and comply with our Bluesky Code of Ethics and Conduct.
Health and Safety:	<ul style="list-style-type: none"> • Undertake all work in a safe manner and follow all company and workplace health and safety procedures • Identify new hazards and advise manager or workplace Health and Safety representative/coordinator within 24 hours of identification. • Accurately report incidents and accidents to manager or workplace Health and Safety representative/coordinator as soon as possible.

Vision, Purpose, Values, & Way

Our Vision	Our Purpose	The Bluesky Way	Our Values
<p>To be the most recognised and preferred company for connecting our Pacific communities around the world.</p>	<p>We apply technology and service excellence to advance and improve the lives of our customers</p>	<p>We take ownership and always do our best for customers.</p> <p>We respect and support each other.</p>	<ul style="list-style-type: none"> • Customer first • Team work • Integrity • Passion • Positive attitude and smile!