



TULLAHOMA UTILITIES BOARD

Electricity, Water, Wastewater
Television, Internet, Telephone
901 S. Jackson St.
Tullahoma, TN 37388

931-455-4515

www.tub.net



LightTUBE Sales Position Tullahoma Utilities Board

Tullahoma Utilities Board (TUB) is accepting applications for the position of LightTUBE Sales Person. Candidate should be an outgoing and energetic person who is production focused and is comfortable cold calling on potential residential and commercial LightTUBE customers. LightTUBE is a fiber to the premise system offering up to 100 mb/s Internet, cable television with almost 350 channels including 80 HD channels, and reliable telephone service to commercial businesses and residential customers in Tullahoma.

The successful candidate should have substantial sales experience, including cold calling on potential clients; either face to face or over the phone. Three years of professional sales experience is preferred. Must possess good communication skills and keep good records. Must have a valid Tennessee Drivers License, proper automobile insurance and a clean, reliable automobile. Must be willing to work evenings and Saturdays.

Applicants may be required to submit to a physical examination, pre-employment drug testing and a background examination. TUB is a drug free workplace and an equal opportunity employer.

If you have the required sales experience and the drive to sell in an incentive laden environment, please submit application; resume highlighting details of sales experience, salary history and at least three professional references by February 10th, 2012 by 4:30pm to:

General Manager
Tullahoma Utilities Board
901 South Jackson St
Tullahoma, TN 37388

(No phone calls, please)

Position Description

Residential and Commercial direct sales to Tullahoma Utilities Board (TUB) electric customers within their service territory. Sales are to be derived from systematic cold canvassing of potential non-subscriber premises and follow-up of sales leads generated by the TUB customer service office.

Position Status

This is an independent contractor, with no TUB benefits.

Position Duties

1. Sales person will solicit non-subscribing residential and commercial premises to sign up to TUB fiber services from sales routes developed by TUB management or through sales leads developed by the TUB customer service representatives.
2. Sales leads will be generated from new electric customers unsure of fiber services, leads coming in from website after CSR call-back, door hangers left by LightTUBE Sales person, or other inquiries into TUB.
3. Hours of selling will be flexible, but should generally consist of commercial business canvassing during business hours of 10:00 a.m. to 3:00 p.m. and residential canvassing from 4:00 p.m. to 8:00 p.m. Sales leads will be contacted based upon customer appointment.
4. Work days may include Monday through Saturdays.
5. Hours are flexible, but in general, the sales person shall report to the TUB office each day (except Saturday) from 9:00 a.m.-10:00 a.m. to turn in sales from the prior day and to pick up new sales routes and leads; meet with Marketing Director and/or Marketing Team. Sales person should also check in with the TUB office between 3:00 p.m.-4:00 p.m. for additional leads or to turn in sales orders, when necessary.
6. Sales person shall complete a sales order form developed by TUB management.
7. Sales person will be responsible for scheduling sales installations from a pre-determined installation schedule developed by TUB management.
8. Sales route lists, provided by TUB, shall be listed by street address, with the potential customer's name, phone number, and credit status listed.
9. Following each sales contact or attempt, sales person will note the disposition of the contact (sale, not home, call back with date/time, or reason for refusal of service, such as 1) satisfied with current provider, 2) can't afford, 3) don't need, or 4) moving.
10. Sales person should contact a minimum of 120 customer premises each week.

11. LightTUBE Sales person shall provide a professional, clean in appearance and well maintained automobile for use in this position.
12. Sales person encouraged to attend local business meetings and functions to network and build relationships with business owners and representatives in order to discover potential leads for new LightTUBE customers.