



SOLDIER FOR LIFE TRANSITION ASSISTANCE PROGRAM JOB LEAD

DATE OPEN: 7/18/2016

DATE CLOSE: Unknown

Job title: Xfinity Sales Executive

Location: Houston, Texas

Company: Xfinity

SALARY: They offer competitive salaries plus commission, along with an outstanding benefits package that includes (full time and part time positions):

- Health Care Coverage (Medical, Dental, and Vision)
- Retirement Investments
- Education (Up to \$8,000 of reimbursement per calendar year)

SKILLS/DUTIES: Responsible for the promotion and sale of company products and services to include video, high-speed Internet, voice and XFINITY Home. The primary focus is on increasing connect volume in assigned territories through sales to former customers to win them back. Utilizes expert knowledge of company products and services and mastery of sales processes to consistently maximize sales and effectively work assigned turf. May serve as a resource for less experienced DSRs.

Core Responsibilities:

- Demonstrates expert knowledge of company products, promoting and selling offerings to individual customers by knocking every door within assigned territory. Displays thorough and recent competitive knowledge of features, benefits, product differences, pricing, and campaigns for video, high-speed internet, voice, and XFINITY Caution-Home.
- Effectively communicates and develops rapport with customers. Evaluates individual customers' existing and potential product needs and make recommendations. Increases customer understanding of company products and pricing models as well as competitive advantage over other service providers. Evaluates competitive offers and frames response to show the benefits of the company.
- Meets and exceeds sales goals as established by local market. Independently establishes and organizes daily sales activities. Generates business through established and approved methods of lead generation. Implements excellent sales closing techniques to ensure product installation goal is achieved.

- Possesses expert knowledge of selling that would be reflective of 3-5 years experience;
- Shows a high degree of confidence in selling ability.
- Creates and executes highly effective turf management plans.
- Displays expert time management and organizational skills.
- May be asked (voluntary) to mentor other sales representatives.
- May be asked (voluntary) to lead specific sales huddles.
- Demonstrates significant record of success in residential canvassing sales environment with emphasis on business to consumer sales.
- Displays thorough and advanced understanding of video, high-speed internet, phone services and XFINITY Caution-Home.
- Possesses exceptional communication, organizational, and people skills, as well as strong customer service skills.
- Illustrates strong technical capability (computer knowledge, billing system, databases).
- Must meet the physical requirements of the job including, but not limited to, the ability to walk and/or travel door-to-door for considerable distances in all types of weather conditions.
- Where applicable, obtain and maintain any credentials and/or licenses necessary to sell and/or design alarm systems as required by law.
- Other duties and responsibilities as assigned.
- Regular, consistent and punctual attendance. Must be able to work nights and weekends, variable schedule(s) as necessary.
- Consistent exercise of independent judgment and discretion in matters of significance.

How to apply: To apply for this position please visit <http://casy.msccn.org/JobSeekers/CreateAccount.html> and Login or Register. Click on "Search Openings". Enter Req #: 160053BR: Xfinity Sales Executive- Houston, TX.