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Sales Representative

Muscatine Power and Water is seeking an Outside Sales Representative to sell MPW Digital TV and MachLink Internet services in and around the Muscatine/Fruitland areas.

Responsibilities Include:

- Make sales presentations in order to sell MPW Digital TV and MachLink Internet services
- Maximize purchase and retention of MPW Digital TV and MachLink Internet services through effective value promotion
- Present digital TV and Internet product and pricing information to customers in clear, concise, accurate, and professional manner
- Respond to customers and potential customers quickly and conscientiously
- Promote a positive and professional company image
- Provide quality customer relations at all times
- Meet sales goals and other performance standards
- Keep accurate records and sales activities reports. Turn in documentation in a timely manner
- Keep appointments with customers
- Attend meetings and training sessions as required

Qualifications:

- HS degree or equivalent
- One or more years commissioned sales experience
- Ability to work independently
- Excellent communication and organizational skills
- Strong math skills
- Capable of working in all weather conditions
- Ability to work flexible hours (such as early evenings and weekends)
- Have reliable transportation and valid driver's license
- Existing knowledge of MPW Digital TV and MachLink Internet services preferred