



Position Title: Retail Sales Representative
Department: Sales
Reports To: Director of Retail Sales
FSLA status: Non-Exempt

This person increases retail revenues for Pocket Communications by selling cellular products in a proactive, professional manner in the retail locations. The sales person will meet monthly sales quotas.

Job Requirements: Meet monthly sales quota
Qualify all potential customers.
Present products to customers in a professional manner
Attend required sales meetings and training.

Qualifications: Achieve quota and consistently exceed set monthly quotas
Strong written, verbal and presentation skills
Possess good sales/customer service skills
Self-Motivated, high energy, high activity.
High corporate adaptability and ability to function well in team environment

Experience - 1-2 years of previous transactional sales experience, preferably in the cellular industry.

Languages – Ability to read, write and comprehend simple instructions, short correspondence, and memos.

Judgment - Uses factual reasoning when approached with emotional situations. Ability to prioritize and organize requests to meet deadlines.

Flexibility - Readily accepts and applies changes once the company or department establishes them.

Intellect – Identifies and resolves problems in a timely manner by gathering information, and developing alternate solutions. Ability to think on one's feet and quickly develops solutions. Applies common sense understanding to carry out instructions furnished in written, oral, or diagram form

Interpersonal – Focuses on what is best for the Sales Department, using common sense and self-initiation. Must be a good listener and be able to communicate ideas.

Self-Management – Ability to handle multiple tasks and aligns them with the Sales Department's strategic goals and objectives.

Software/Hardware Applications – Ability to properly utilize the following or similar software/hardware applications, Microsoft Office Products, including Outlook (email).

Please submit resume to fbrown@pocket.com