



Business Account Executive – Broadband Services

Newport Utilities is actively seeking a motivated and dynamic Business Account Executive – Broadband Services. This position is responsible for building and maintaining relationships with NU Business Customers, specifically for broadband related services (VoIP, High speed Internet, IPTV). This role may evolve over time as the broadband business and department matures. Responsibilities include aggressive prospecting, detailed analyzing, formal presenting and tactical selling of NU broadband services to businesses in the NU service area and other sales responsibilities. If you relish coming in and building from the ground up - this will be an exciting opportunity.

Bachelor's Degree in Business, Marketing, or related field or ten years' experience in the telecommunications industry required. Minimum five years sales experience in the telecommunications industry and advanced computer skills required. Must possess and maintain a valid TN driver's license. Excellent benefit package and salary commensurate with qualifications. Complete job description and application available at www.newportutilities.com. Please submit resume and application to: cfrisbee@newportutilities.com. **NO PHONE CALLS PLEASE; EEO/M/F.**