



DOOR TO DOOR SALES REPRESENTATIVE

At Archtop Fiber, our mission is to be the true fiber of your community.

We believe in the power of local connectivity and dedication to bridging the digital divide in rural and suburban cities across the Hudson Valley and beyond. We have seen how larger cities often receive priority for broadband infrastructure upgrades, leaving smaller communities underserved.

Our commitment extends beyond providing reliable Internet and Phone services – We're not just living and working in Kingston, NY we are fully committed to our awesome community. From our fantastic [community programs](#) to fueling economic growth with improved connectivity and an abundance of tech-driven jobs, we're all about bringing fun and excitement to our neck of the woods!

As a Residential Sales Representative, you will be responsible for helping to grow and maintain the residential customer base in a defined geographical area. Sales Representatives work on building the existing customer base by offering new telecommunications solutions to existing customers and keeping their agreements current as well as still selling and developing new Residential accounts.

This position has a flexible schedule. Evenings and weekends are highly desirable; a great side hustle for someone hungry and driven!

What you'll do:

- Develop new accounts in a defined geographic region by going door to door.
- Build and maintain relationships with clients.
- Create compelling sales pitches.
- Complete all paperwork relating to a sale.
- Reach out to potential clients to inform them about our products and services.
- Keeps management informed by submitting activity and results reports, such as daily door knock reports, weekly work plans.
- Provides historical records by maintaining accurate CRM data entry for all customer contact outcomes.
- Contributes to team effort by accomplishing related results as needed.
- Learning the products and services offered, including the sales terminology
- Collaborating with the marketing department to prepare common strategies.



What you'll bring:

- Perseverance and productivity – overcome challenges and close the sale.
- Account and time management – manage a full customer pipeline.
- Customer obsession and collaboration – help us build customers for life.
- Communication skills – interpersonal, verbal, and written.
- Organization – effective time management, documentation, and recordkeeping.
- Own the customer experience - think and act in ways that put our customers first.
- Win as a team - work as a collective unit and remain open to new ideas.
- Do what is right.
- Maintains a positive, can-do attitude.

What we offer:

- Competitive salary – UNCAPPED earning potential in this 100% commission based role!

Archtop Fiber is proud to be an Equal Opportunity Employer. We celebrate diversity and are committed to creating a welcoming and inclusive environment for all.

Send resumes to Careers@archtopfiber.com, or Cfraisman@archtopfiber.com