



Direct Sales Manager

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 New Yorks 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!

Overview:

The Direct Sales Manager will play a crucial role in the development, execution and oversight of a direct residential sales team. We’re looking for a driven sales leader with a knack for building high-performing teams, who isn’t afraid to roll up their sleeves and participate in delivering against our aggressive door-to-door sales goals. The ideal candidate is a creative thinker who takes responsibility for meeting sales numbers, even when that means thinking outside the box, trying a new approach, and going above and beyond to exceed expectations.

What you’ll do:

- Develop a plan to both achieve and surpass door-to-door sales targets.
- Recruit and lead a team of internal and contract sales professionals, tracking and improving results each month through motivation, hands on participation, and training of team.
- Foster collaboration with other departments and support teams to attain goals and objectives.
- Possess a comprehensive understanding of Archtop’s product offerings and value proposition.
- Maintain a current, in-depth awareness of the marketplace, including competition, and cultivate positive and professional relationships with customers, business partners, and colleagues.
- Develop fresh insights and techniques to reach more households with fiber Internet.
- Maintain familiarity with the reporting and analytics necessary to drive and support business decisions.

What you’ll bring:

- 5-7 years of direct sales experience.
- Prior leadership/supervisory experience.
- Understanding of the art of door-to-door sales practices and how to be successful in direct sales, especially with fiber, cable or telecommunications services.
- A results-driven, customer-focused approach with a passion for sales and team building.



- Exceptional interpersonal and professional communication skills and organizational aptitude.
- Ability to build, motivate, lead and drive a sales team to success with a roll-up your sleeves, hands on approach
- Robust project management and time management skills.
- Ability to accommodate non-traditional work hours, including evenings and weekends.
- Possession of a valid driver's license, maintaining a satisfactory driving record according to Company standards.

What we offer:

- Competitive salary base \$80,000 -- \$135,000
- Heavily subsidized medical, dental, and vision
- Holidays, PTO, and Flexible work schedules
- Generous 401(k)
- Employee Assistance Program (EAP)
- Life insurance, short & long term disability insurance
- Employee Referral Program
- Employee discount programs
- Clothing swag

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 Cfraiman@archtopfiber.com