

Job Description

Job Title: **Business Sales for Wireless Broadband - Direct and Channel Markets in Colorado**

Posting Date: September 10, 2007

Department: Sales and Marketing

Locations: Denver, Colorado Springs, and Frederick, CO

Contact: Human Resources at: hr@mesanetworks.com

Mesa Networks is a Colorado based company recognized as one of the ten largest and fastest growing Wireless Internet Service Providers in the United States. The company has been recognized by the Broadband Wireless Exchange, the Northern Colorado Business Report, and Entrepreneur Magazine's Hot500; and, by Inc5000 for setting records in revenue and new employee growth. Mesa Networks connects communities for Internet access along the Colorado Front Range.

Are you a sales professional who has corporate experience in telecommunications? Are you confident in your skills to work in a very fast-pace, results-oriented work environment? Are you a continuous student of the business communications industry who can quickly assess business application needs and the technical requirements for Broadband Internet Access? Do you have the business skills to manage sales opportunities through channel partners while introducing Mesa to new business accounts through a direct sales model? Are you aware of how the wireless industry is filling the void for small and medium size businesses? Do you want to participate in the growth of the wireless industry? If your answers are yes, call 303.532.5574.

Basic Function: Plan, market, build the pipeline, sell and communicate

Responsibilities

- Create a sales plan for new SMB accounts leveraging Mesa's unique services capacity
- Create and drive a quarterly marketing plan to increase awareness in your market area
- Build a pipeline of new business prospects to comfortably meet personal and company goals
- Close new business to meet and exceed the growth objectives of Mesa Networks

Qualifications:

- A minimum of two years of demonstrated sales success in Colorado
- An ability to create new business through direct and channel sales
- Strong knowledge of computer networks involving LAN and WAN applications
- Knowledge of wireless communications systems
- Proven ability to adapt in a fast-growth and changing work environment

Skills:

Sales	Marketing
Excellent Communication Skills	Organization
Interpersonal Skills	Customer Service
Negotiations	Presentation
Professionalism	Personal Computing
Time Management	Microsoft Office applications

Education/Training:

B.S. preferred with professional training in sales and marketing

Mesa Benefits:

Salary, commissions, bonus, medical and dental benefits, and employer matching 401K savings program
This position offers an excellent opportunity for personal career development