Director OF BULK SERVICES 

**Reports to:** COO

**Location:** South Florida Home Base Coral Springs

**Position Highlights**

The Director of Bulk Services is responsible for all sales activities of its Internet, TV and Phone bulk services unit in Florida. The key objective of this position is to drive sales efforts for large accounts and manage a sales team to sign new contracts for bulk services throughout its territory.

This position is a critical member of the leadership team and requires a dynamic leader with a hands-on approach to gain significant market share within its fiber optic based bulk services unit. This position has direct oversight of the sales strategy for our services and will have a large hand in pricing, marketing, and ongoing support to all bulk services customers.

# What your days will look like:

* You get to hire, train and develop the bulk services sales team, enabling them to close new contracts required to achieve all monthly, quarterly and annual sales performance goals.
* You provide specific and ongoing feedback to team members, complete performance evaluations, coaching and discipline as necessary.
* You get to manage relationships with large communities to ensure contract compliance along with on-going customer satisfaction and retention.
* You will review and approve all bulk service proposals to ensure compliance with financial targets.
* You provide oversight for all contracts to ensure key business terms are met.
* You will work alongside the construction, field operations, customer service departments to ensure all projects are completed in a timely and customer centric basis.
* You create and execute against a strategic plan to ensure long-term customer satisfaction to consistently renew bulk services contracts.
* You will create effective presentations that the sales team will use with perspective and existing clients including all packaging, pricing and sales terms for each community.
* You will work closely with the leadership of the company to devise ways to ensure customer satisfaction for residents in new and existing bulk communities.
* You must maintain strong relationships with outside consultants, local/regional developers and property managers.
* You get to assist senior management to identify key areas of new potential customers for network expansion and buildouts.
* Of course, there may be other responsibilities as assigned.

**Why Join the Blue Stream Team?**

A career with Blue Stream means joining a team committed to provide great products and services to our customers. Our team is made up of industry veterans that love the opportunity to work for a growing entrepreneurial company and see the impact of their work every day. At Blue Stream, you are not a number, every employee is a key part of the team. Together we bring the best Internet, TV and Phone services to our customers in South Florida. Come join us and experience what it is like to work for a great team.

Our objective is to provide customers with service that is vastly better than the competition. Our concentration in the South Florida market allows us to focus on customers and deliver a true one on one experience. By gathering the best ideas from all parts of the company we are better able to service customers and take on the competition. Learn more at [www.mybluestream.com](http://www.mybluestream.com)

**People**

As we continue to grow, our company becomes even more people and customer focused. This philosophy is what we believe allows us to become a leader in the industry. Employees here are given the chance to cultivate skills and are encouraged to create a career path that utilizes their talent to optimum potential. Blue Stream is populated by a multicultural network of people, lending a wide range of experience and offering boundless opportunities.

**What you bring to the table:**

* Three years of sales leadership experience.
* Four years of experience in bulk, MDU or community sales experience in FL preferred.
* Proven track record of achieving and beating sales quota.
* Knowledge of the bulk services market in Florida including a strong relationship with existing consultants advising clients in the market area.
* Excellent time management, negotiation, goal setting, prospecting and interpersonal skills.
* Strong and effective communication skills both orally and written.

Must be able to read, write and speak English, analyze and interpret general business periodicals, professional journals, technical procedures, or governmental regulations; ability to write reports, business correspondence, and procedure manuals; ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

Ability to work with mathematical concepts such as probability and statistical inference; ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations; ability to define problems, collect data, analyze data, establish facts, and draw valid conclusions; ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables; ability to handle confidential material and information; individual must be organized, able to multi-task under pressure.

**Education/Experience**

Bachelor’s degree (B.S.) and/or a minimum of six years of related experience.

**Computer Skills**

Microsoft software including Power Point, Excel, Internet, e-mail, and database software as required.

**Physical Demands/Working Conditions**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

* regularly required to talk and hear
* frequently required to sit, stand, bend at the knees and waist, and walk
* required to use hands to type, handle objects and paperwork
* required to reach and hold on to items at chest level or reach above the shoulder
* required to use close vision and focus

Extensive travel in Florida required. The employee generally works on the road meeting with perspective clients and supporting outside sales team members along with being in an indoor office environment; overtime may be required.

Qualified candidate will be required to consent to pre-employment screenings to include background check, drug screening and driving record.

Blue Stream is an **Equal Opportunity Employer** and Prohibits Discrimination and Harassment of Any Kind: Blue Stream is committed to the principle of **equal** employment **opportunity** for all employees and to providing employees with a work environment free of discrimination and harassment.

**How to Apply**

If you would like to join our team and help drive the growth of our Bulk Sales Channel please send your resume and cover letter to hrdept@MyBlueStream.com.