



**New Lisbon Broadband and Communications**

## **Outside Sales Representative**

### **Build a Career. Earn What You're Worth.**

New Lisbon Broadband & Communications is growing—and we're looking for motivated individuals who want more than just a job. This is a high-impact, high-income opportunity where your effort directly drives your success. You'll be representing fast, reliable internet services that people truly need, while building relationships in the communities we serve every day. If you're competitive, self-driven, and enjoy working with people, this role gives you the chance to build your own territory, grow your income, and be part of something meaningful.

### **About Us**

New Lisbon Broadband & Communications is a forward-thinking, locally rooted broadband provider serving east central Indiana. We are committed to connecting rural communities through reliable fiber and wireless networks, helping homes and businesses stay connected and thrive. Our mission is to bridge the digital divide and create new opportunities—one connection at a time.

### **Position Summary**

As an Outside Sales Representative at NLBC, you will play a key role in helping customers connect to essential services. This is a field-based, relationship-driven role that combines:

- In-person outreach (including door-to-door engagement)
- Inbound and outbound communication
- Community involvement and local events

### **Key Responsibilities**

- Promote and sell broadband internet, voice, and related services to residential and small business customers
- Build and manage your territory through direct outreach, referrals, and community engagement
- Respond to inbound inquiries and conduct outbound communication via calls, texts, and email
- Identify customer needs and recommend the best service solutions
- Support customers through onboarding for a smooth start-to-service experience

- Participate in local events and outreach efforts to promote NLBC services
- Conduct door-to-door canvassing in expanding service areas
- Maintain accurate records of leads, opportunities, and sales activity
- Achieve and exceed monthly sales goals

### **Qualifications**

- High school diploma or equivalent required
- 1–3 years of sales, marketing, or customer-facing experience preferred
- Strong communication and interpersonal skills
- Self-motivated, goal-oriented, and driven to succeed
- Comfortable working independently in a field-based role
- Basic proficiency with Microsoft Office or similar tools
- Valid driver’s license and reliable transportation
- Willingness to work flexible hours, including evenings and occasional weekends

### **Compensation & Opportunity**

- Structured compensation model designed for top performers to earn \$100K+ annually
- Clear, achievable monthly sales expectations
- Sign-on bonus available based on experience
- Paid training and ongoing support
- Tools and resources provided for success
- Advancement opportunities within a growing organization

### **What We Offer**

- Comprehensive medical, dental, and vision coverage (employee + family options)
- 401(k) with 4% company match – fully vested
- 10 paid holidays + generous PTO and vacation time
- 100% employer-paid STD, LTD, and life insurance
- Tools, training, and support to help you succeed
- Career growth opportunities within a rapidly expanding company

### **Join Our Team**

Join NLBC and help shape the future of broadband in Indiana—while building a career where your success is in your control.