

**Speakeasy, Inc.**  
**Job Description**

**Position Title:** Business Solutions Consultant II  
**Department:** Inside Sales – Seattle, WA  
**Reports to:** Solutions Manager  
**FLSA Status:** Exempt  
**Full/Part Time:** Full-time

**Resumes to:** [lori.barry@hq.speakeasy.net](mailto:lori.barry@hq.speakeasy.net)

**Company summary:**

Speakeasy, one of the nation's leading broadband voice (VoIP), data and IT service providers, simplifies small business communications with cost-effective service packages and unparalleled support. Speakeasy joined the Best Buy family in 2007 and now works with Best Buy for Business to champion technology for small businesses throughout the U.S. Speakeasy manages its own private fiber-optic national network, ensuring fast connections, low latency, and an unparalleled degree of security protection from the public internet. Speakeasy's full range of business-class products – from OneLink and Voice Services to business bandwidth solutions - offers features and benefits with unrivaled customer service. Speakeasy's broadband services are available in most metropolitan areas within the 48 contiguous United States.

**Position summary:**

This position is responsible for selling solution-based voice, data, and managed services products to existing and potential Speakeasy business customers through inbound and proactive outbound phone and web sales efforts.

**Responsibilities:**

- Selling the company's products and services, including T1, DSL, Business VoIP, Managed Services, and other products and services to potential customers
- Following up on leads with potential customers; developing leads that align with the company's business strategies
- Managing an installed base of customers with the goal of increasing revenue from those customers through proactive outbound contact
- Achieving and exceeding monthly sales quotas as set out by management
- Adhering to sales guidelines as communicated
- Documenting all initial and ongoing customer contacts as required
- Using Salesforce.com to track, forecast, and manage the opportunity pipeline from initial inquiry to booked revenue and beyond
- Quickly learning about and adapting to new products and services
- Developing new and creative ways to capitalize on marketing efforts
- Upholding the highest levels of integrity and customer service
- Carrying out other responsibilities as assigned

**The position requires the following skills and experience:**

- 3 years of proven successful sales experience in an inside or outside capacity
- Experience with revenue generation through proactive account management and development
- Ability to work independently and think strategically regarding customer account acquisition and development
- Experience in a quota-based sales environment
- Experience with a technical service offering, preferably with computer or telecommunications technology
- Bachelor's degree preferred or AA degree coupled with related work experience

Speakeasy offers a full suite of benefits, including full medical, dental, and vision coverage (100% paid for employees); a 401(K) plan with a company matching contribution; a transportation benefit; and many

other excellent perks. We're looking for talented and highly skilled individuals to join our dynamic and fast-paced culture and contribute to Speakeasy's continued success.