

# FRONTIER COMPUTER CORPORATION



<b>Job Title:</b>	Enterprise Sales	<b>Job Category:</b>	Technology Sales
<b>Department/Group:</b>	IT Sales Department	<b>Job Code/ Req#:</b>	FrontierUS-1
<b>Location:</b>	Traverse City, MI	<b>Travel Required:</b>	Limited
<b>Level / Salary Range:</b>	Commensurate with experience	<b>Position Type:</b>	Full Time
<b>HR Contact:</b>	Human Resources Department	<b>Date posted:</b>	29 April 2011
<b>Will Train Applicant(s):</b>	Experience required	<b>Posting Expires:</b>	NA
<b>External posting URL:</b>			
<b>Internal posting URL:</b>			
<b>Applications Accepted By:</b>			
<b>FAX:</b> (231) 929-3042, attention Human Resources  <b>EMAIL:</b> <a href="mailto:resume@frontierus.com">resume@frontierus.com</a>  <b>Subject Line:</b> Attn. Human Resources / FrontierUS-1		<b>Mail:</b>  Human Resources / FrontierUS-1 Frontier Computer Corporation 1275 Business Park Drive Traverse City, MI 49686 <a href="http://www.frontierus.com">http://www.frontierus.com</a>	
<b>Job Description</b>			
<p>Seeking professional experienced sales people to offer the full spectrum of FrontierUS products and services to "end-user" customers. Applicants must possess exceptional communication and organization skills, and once training is complete, must be able to work independently, in a proactive manner, with minimal supervision.</p> <p>Daily tasks and responsibilities will include:</p> <ul style="list-style-type: none"> <li>• Strong background in proactive prospecting, networking, pursuit, and management of client relationships</li> <li>• Strategic selling mindset; must have ability to manage and use contacts at many levels within an organization to achieve overall sales objectives</li> <li>• Proficiency in organizing, managing, and prioritizing resources; must work efficiently under pressure in a high volume production environment</li> <li>• Knowledge of current and forthcoming IT-related technologies and products</li> <li>• Track record of successfully meeting or exceeding set goals and expectations related to team and corporate objectives</li> </ul> <p><b>Experience:</b> Previous sales experience is required. Preference will be given to those with an IT background and experience developing large accounts.</p> <p><b>Education:</b> Four year college degree preferred, but not required.</p> <p><b>Compensation:</b> The base package may include a combination of salary and commission, and is negotiable.</p>			

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<b>Benefits:</b> A generous benefits package including health insurance, 401K and ESOP is available			
Reviewed By:		Date:	
Approved By:		Date:	
Last Updated By:		Date/Time:	