



JOB TITLE: Manager, Carrier and Wholesale Relations

DEPARTMENT: 020 Commercial Sales

FLSA STATUS: Exempt

DATE: 12/5/2011

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### **GENERAL SUMMARY**

This position is a full-time quota carrying sales position selling and supporting companies that are designated as telecommunications carriers and/or wholesale partners of GWI. This position will be responsible primarily for "sell side" activities, however, occasional "buy side" responsibility with GWI wholesalers will also exist.

### **PRINCIPAL DUTIES AND RESPONSIBILITIES**

Prospect and develop relationships that yield new sales of GWI carrier services

- Source and negotiate purchase of telecommunications services required to support GWI direct sales efforts
- Meet or exceed monthly and quarterly sales quota as defined by GWI management
- Maintain and grow GWI carrier relationships which assist GWI in network expansion
- Responsible for sales, support, and customer service associated with our carrier partners. This included managing towards sales and revenue commitments by expanding existing relationships and creating new one's through business development.
- Responsible for new market penetration in areas such as the cellular market, wireless carriers, and satellite providers.
- Responsible for sales, support, and customer service associated with our GWI Wholesale customers. This included managing towards sales and revenue commitments by expanding existing relationships and creating new one's through business development.
- Responsible for meeting the carrier/wholesale monthly sales target.
- Responsible for expansion and integration of GWI's off-network connectivity. This includes in-state, regional, and national voice and data wholesale expansion. Price negotiation, testing and integration, and product development will also be included in this endeavor.

### **MINIMUM KNOWLEDGE, SKILLS AND ABILITIES REQUIRED**

1. Advanced, logic and analytical abilities with strong mathematical background. Familiar with binary, octal and hexadecimal base math preferred.
2. Ability to define problems, collect data, establish facts and draw valid conclusions.
3. The ability to write clear and concise e-mail, documentation and instructions for both a technical and non-technical audience.
4. Able to respond to common inquiries or complaints from customers, other GWI employees, and members of the business community in a professional manner.
5. Able to read, analyze, and interpret common scientific and technical journals and legal



documents.

6. Able to write reports and correspondence to customers and peers, in a clear, concise, and professional manner.
7. Able to effectively present information to Management, Customers, Boards of Directors, and Employees of GWI.
8. Strong problem solving, organizational and interpersonal skills necessary,

### **WORKING CONDITIONS**

1. Normal office environment with moderate exposure to noise, dust, temperature.
2. When required ability to lift up to 25 lbs.
3. Position may require extensive use of telephone, keyboard and monitor to perform regular functions of the job.

### **REPORTING RELATIONSHIPS**

1. Reports to the Director of Channel Sales and/or VP of Commercial Sales

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The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel so classified.

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\*Statements marked with an asterisk are considered to be essential functions of the position according to the guidelines set forth in the Americans with Disabilities Act 1990.