



About

NEKCV (dba NEK Broadband and CVFiber) is a community-driven organization whose mission is to ensure high-speed broadband internet service is available to the most rural and underserved communities in the Northeast Kingdom and the Central Valley. Founded in 2020 as a Communications Union District, we began network construction in 2021. We're a small company of fewer than 30 employees, which means there's lots of room for growth and learning. Here at NEKCV we are committed to fostering an inclusive workplace where all employees feel welcomed, valued, and supported.

Manager of Sales – NEKCV (dba NEK Broadband and CVFiber)

NEKCV is seeking an experienced and motivated Manager of Sales to lead customer acquisition and community outreach efforts across the Northeast Kingdom and Central Vermont. This position will oversee sales strategy, manage field sales representatives, and help drive subscriber growth as broadband service expands throughout the region.

The Manager of Sales will play a key role in building relationships with residents, businesses, community organizations, and local stakeholders while developing and implementing effective outreach and sales initiatives. This position requires a strong combination of leadership, communication, and organizational skills, along with a passion for community-focused work.

Responsibilities

- Develop and implement sales and outreach strategies to support customer expansion
- Recruit, train, supervise, and support seasonal and full-time field sales representatives
- Track sales performance, outreach activities, and customer engagement metrics
- Coordinate community outreach events, neighborhood outreach efforts, and local partnerships
- Collaborate with marketing, communications, and operations teams to ensure consistent messaging and customer experience
- Assist customers with service information, enrollment questions, and broadband education
- Travel throughout the NEK Broadband and CVFiber service areas as needed

nekcvc.org | [877-635-3423](tel:877-635-3423) | info@nekcvc.org | PO Box 4012, St. Johnsbury, VT 05819

NEKCV is a Communications Union District (CUD) delivering high-speed internet services to support economic growth, community development, and digital equity across the Northeast Kingdom and Central Vermont.



Qualifications

- Experience in sales, customer outreach, marketing, or team management
- Strong leadership, communication, and interpersonal skills
- Ability to work independently and manage multiple projects and staff
- Comfortable working in a fast-paced and evolving environment
- Familiarity with rural communities and community engagement preferred
- Telecommunications or broadband industry experience is a plus, but not required

Compensation and Benefits

Compensation is competitive with a base salary between \$80,000 and \$85,000 depending on experience, plus an uncapped commission plan with earning potential that can match the annual base salary for high-performing sales managers. Mileage reimbursement for personal vehicle use is provided at the current State of Vermont reimbursement rate.

Application Process

Interested candidates should submit a resume and cover letter outlining relevant experience and qualifications to careers@nekcvt.org

Equal Opportunity Employer

NEKCV is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

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