

**Company Information:**

Clearfield, Inc. designs, manufactures and distributes fiber optic management products, helping service providers reduce the high costs associated with deploying, managing, protecting and scaling a fiber optic network to deliver the mobile, residential and business services customers want. Based on the patented Clearview® Cassette, our unique single-architected, modular fiber management platform is designed to lower the cost of broadband deployment and maintenance while enabling our customers to scale their operations as their subscriber revenues increase.

Clearfield provides a robust total compensation package including base salary plus annual incentive bonus, comprehensive medical, dental and vision insurance, company paid life insurance, short-term and long-term disability insurance, 401(k) Safe Harbor plan with up to 4.5% match on first 6% of employee contribution, and Employee Stock Participation Plan providing employees discount purchase in Clearfield stock (NASDAQ: CLFD).**

Position Title: Northeast Regional Sales Manager, Broadband & Telecommunications

Position Objective:

Manage Northeast regional sales territory for Clearfield, Inc. to achieve assigned goals for business growth and create and promote customer satisfaction through business to business sales.

Position Description:

1. Proactively develop new accounts and contacts by identifying prospective customer requirements:
 - a. Represent Clearfield's product platforms for Inside Plant, Outside Plant and Access Network throughout assigned regional territory.
 - b. Identifies current and future customer requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand component requirements.
 - c. Attends regional tradeshow and utilizes Clearfield Demo Trailer to provide "hands on" product demonstration to customers.
 - d. Act as conduit from customers and prospects directly to Market Segment Management and Engineering team.
 - e. Prepare and present fiber solutions appropriate to customer needs
 - f. Manage all aspects of the sales cycle, working with Inside Sales Staff.
2. Maintain and nurture existing accounts and contacts and drives incremental revenue opportunities
 - a. Reflect Clearfield's values to Listen, Understand, Recognize, and Collaborate to demonstrate world class customer service.
 - b. Maintain continual direct contact core personnel/decision makers, researching new opportunities and prospects.
 - c. Identifies short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action
 - d. Maintains all customer database information through CRM with accurate notes of all call activity.
 - e. Builds long-term relationship with customers throughout the pre and post order sales cycle.
3. Understands Clearfield's markets and the products that fit within them by each account type.

- a. Maintains professional and technical knowledge by learning about customer's business, reviewing professional publications; establishing personal networks; participating in field installations and other opportunities that become available.
- b. Provides product, technical and engineering information by answering questions and requests.

4. Performs other duties as apparent or assigned.

Positon Requirements:

- Telecom product knowledge, industry related technical knowledge and experience.
- Minimum of five years in direct customer sales
- Territory specific experience
- Strong verbal, written communication skills and negotiation skills
- Technical knowledge or education is preferred.