

Independent Sales Representative

Job Components

- Marketing
- Prospecting
- Sales
- Management
- Estimating & Pricing
- Diagramming
- Scheduling and Time Management

Job Duties

- Work booths at home shows
- Network with other professionals for referrals
- Prospect door-to-door for Customers on a daily basis
- Set appointments for in home estimates
- Use the 8+1 System for selling Storm Restoration jobs or
- Use the 10+1 System for Selling Remodeling jobs
- Inspect Job (Restoration) or Measure Job (Remodeling)
- Obtain product selections
- Take photo's, measurements, and basic diagrams
- Complete Detailed Estimate and Proposals for Customers
- Sell Storm Restoration Contracts and Remodeling Contracts
- Meet insurance adjustors to get claims approved
- Provide completed file to project manager and do a site walkthrough
- Provide customer service to homeowner
- Collect insurance adjustors report and mortgage documents
- Collect checks and obtain referrals
- Attend seminars for continuing education

Requirements to Apply

- JOB REQUIRES EVENING AND WEEKEND HOURS
- Own a well-maintained vehicle & have a valid driver's license
- Proven Sales experience required
- Proven Prospecting Experience Required
- Remodeling Industry Experience required
- Remodeling Sales Experience Preferred
- Bachelor's Degree Preferred
- Physically able to walk around on Roofs

Characteristics Successful People in this Position Have

- Positive Attitude
- Self Motivated and Driven
- Persistent
- Outgoing and People-Oriented
- Ethical and Honest
- Sales Minded

- Approachable
- Professional
- Focused
- Passionate and Enthusiastic
- Goal Oriented
- Detail Oriented
- Team Oriented
- Very Teachable / Coachable
- Good time management skills
- Knowledge of Construction
- Good Listener
- Excellent Written and Oral Communication skills
- Technology Saavy
- Ability to Problem Solve
- Competitive by Nature
- Able to Multi-task effectively
- Ability to learn quickly and adapt in a growing environment
- Good time-management skills
- High School level math skills (trigonometry, arithmetic)
- Takes responsibility for their own actions
- Delivers on what they promise
- Customer service oriented