

## **Sales Representative**

We are looking for hard and smart working individuals to become part of our growing team in Pensacola. We are seeking experienced sales professionals who have worked in the pest or lawn care industry. For the right candidate, we include a fully paid, comprehensive training program. Qualified candidates must be organized; have good communication and computer skills; excellent observation and documentation skills; and be able to work cooperatively with customers at all levels including top management.

### **Your work will include:**

- Visually inspecting and delivering quotes for a number of services including termite, pest control, fire ant control, mosquito control, bed bug, wildlife trapping, yard mole elimination, snake control, lawn care, tree and shrub care, and aeration.
- Building and maintaining good customer relations
- Taking personal initiative and responsibility for correcting any sales related problems
- Participation in group meetings and account reviews
- Completion of independent and group on-going training and willingness to work flexible hours
- Being an interactive member in team work environment
- Be responsible for the day to day operation of running leads, closing sales, setting payment terms and collecting payments, and working with the office to get the new sales scheduled.
- Actively engage with existing and prospective clients in order to grow the business
- Cross selling and up-selling existing clients additional services
- Role play with management to sharpen sales skills
- Maintain acceptable sales revenue levels (\$3500 minimum per week)
- Maintaining acceptable sales quality in the areas of expectation setting and retention

### **We require sales representatives to:**

- Have dependable transportation
- Must have vehicle insurance
- Be physically fit and capable of visiting 30 to 50 homes per day
- Pass a criminal background check, motor vehicle report, and a drug screen

