

Field Sales Customer Representative A2Z Pro Cleaners & PC-Net Repairs LLC



JOB TITLE: Field Sales Customer Representative

DEPARTMENT: Sales & Customer Services

SUPERVISOR: Guivens Cemervil

A2Z Pro Cleaners & PC-Net Repairs LLC is an equal opportunity employer. This application will not be used for limiting or excluding any applicant from consideration for employment on a basis prohibited by local, state, or federal law. Should an applicant need reasonable accommodation in the application process, he or she should contact a company representative.

GENERAL JOB DESCRIPTION

We are looking for a competitive field sales representative to develop sales strategies and attract new clients. The successful salesperson will source new sales opportunities and close sales to achieve quotas. The successful candidate will play a key role in increasing income and revenue by managing and negotiating with clients, generating leads, qualifying prospects and managing sales of products and services. As an outside sales representative, or sales agent, they will also research sales competition.

MAJOR DUTIES AND RESPONSIBILITIES

- Get the sale" using various customer sales methods (door-to-door, cold calling, presentations etc)
- Forecast sales, develop "out of the box" sales strategies/models and evaluate their effectiveness
- Evaluate customers skills, needs and build productive long lasting relationships
- Meet personal and team sales targets
- Research accounts and generate or follow through sales leads
- Attend meeting, sales events and training to keep abreast of the latest developments
- Report and provide feedback to management using financial statistical data
- Maintain and expand client database within your assigned territory

MINOR DUTIES AND RESPONSIBILITIES

- Use exclusively company materials to perform the job, such as phone number, email, notebook, agenda, calendar, uniform, and vehicles;
- Register all potential customer in our Quick Books portal account;
- Take pictures of the job site, per authorization of the customer, prior submitting a formal quote.

QUALIFICATIONS FOR THE JOB

Education:

- Proven sales experience
- Track record of over-achieving quota
- Experience working with Quick Books online.
- Familiarity with different sales techniques and pipeline management
- Computer use competency
- Strong communication, negotiation and interpersonal skills
- Self motivated and driven

Experience:

This is an Entry Level Job.

- Valid driver license with 0 point;
- Use of alcohol and/or drug are prohibited by our policy;
- Background check is mandatory prior starting to work officially;
- Drug test is mandatory prior starting to work

Other:

- Fluent in English
- Familiar with Internet; Computer, Ipad, and Smart phone;
- Reliable, Trustworthy, and Affable;
- Willing to work alone gradually from 5 to 15 hours a week.

KEY COMPETENCIES

Sales & Customer Services

Signature Approved By: _____

Date Approved: _____

Date Last Reviewed: _____

Last Reviewed By: _____