



Sales Representative - Residential

The Residential Sales Representative develops opportunities through lead sources and networking and sells moving services to individual consumers in their homes. Over time, the successful sales representative will generate at least half of his or her own appointments through lead sources in the territory. Must be experienced in outside sales (moving and transportation preferred), strong computer skills, excellent customer service and communication skills.

Duties:

Business Development:

- Develop multiple referral sources through Realtors, Property Managers and other networking opportunities.
- Utilize on-line networking tools to develop and manage the business network.
- Participate in business events, generally after hours, to develop lead source networks.
- Cold call appropriate businesses and lead sources.
- Develop appointments by contacting leads and referrals directly.

Direct Sales:

- Present the company value proposition to individual consumers; ascertain the customer's needs and close the sale.
 - Estimate accurately the services and costs required, including estimating the weight of the consumer's goods.
 - Complete the cost proposal and present it to the consumer at the time of the estimate.
 - Document appropriately all information required to service the job.
 - Follow up with the consumer after the estimate.
- Achieve goals and objectives as established with Sales Manager.
- Comply with company processes and procedures.

Team Interaction:

- Support other departments and team members in servicing all company customers.
- Provide Surveys as needed for company customers in your territory.
- Submit all needed documentation and information on orders to support other departments in serving your customers.

Qualifications:

- Bachelor's degree or equivalent (preferred, not required)
- Minimum of two years of successful outside sales experience