



Sales Professional

Position Description

EXPERIENCE, EDUCATION and SKILLS REQUIRED

High school diploma or equivalent. Previous experience preferred. Excellent verbal communication skills, friendliness and ability to build rapport required. Must possess ability to learn and communicate technical, industry-related data pertaining to the services to be sold. Must have a clean-cut, professional image, sense of pride, integrity, courage, self-motivation, attention-to-detail, perseverance, follow-up skills and dependability. Must display positive demeanor, professionalism and desire to please potential and existing customers. Must enjoy working independently, working outdoors and travel. Must possess valid driver's license and meet company driving standards and drug screen requirements. Must speak English.

ESSENTIAL JOB FUNCTIONS and DUTIES

Execute targeted number of pest prevention cross-sell initiatives targeting lawn and pest customers

Effectively present targeted number of Envirolawn, Enviropest and Termite Solution sales presentations and offer in accordance with most recent Pricing Matrix

Execute required number of "Welcome/New Mover visits to non-prospects and new customers

Follow-up all pending leads and referral opportunities

Meet pest, lawn and termite sales targets

Assist in collection efforts

Complete all sales administrative duties and reports (Daily Activity reporting, Service Agreement completion, Accurate Inspections and Graphing, etc.)

Collect, analyze and share competitive information

Regular attendance at the Service Center and all required meetings

Properly measure properties

Contact all sold customers to confirm satisfaction, offer referral programs, remind of additional services

Work well under pressure of deadlines

Continually build relationships and promote excellent customer service, integrity and professionalism

Work extensive hours to generate results

Perform all other duties assigned



SPECIAL EQUIPMENT

Must possess ability to use equipment to measure accurately customers' properties, use computer and other required technology.

TYPICAL WORKING CONDITIONS / SCHEDULE

Extensive driving and walking. Long hours on the telephone and personal contact with customers. This position requires the ability to work full-time, five to six days per week and approximately 8 hours per day. This position reports to the Service Center Leader.

REQUIRED PHYSICAL and MENTAL DEMANDS

Requires constant walking, standing, driving, talking, seeing, mental alertness and hearing. Requires constant use of telephone, ipad and other technology associated with a sales position. Must possess physical ability and stamina to work indoors and outdoors. Requires corrected vision and hearing to normal range. Must have ability to communicate clearly.

This description may not be all-inclusive and is subject to change at any time.
The Sales Professional is expected to perform other duties as assigned and directed.
Position descriptions and duties may be modified whenever deemed appropriate.