



## 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" calls 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 Sales Report, Service Agreement entry, 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

