

## **Outbound/Inside/Outside Sales Representative**

We are looking for an enthusiastic person to manage our sales process including Outbound/Inside/Outside sales. We are an established family-owned and operated building repair/maintenance company that services the Colorado Front Range. We are looking to add a new team member to our family.

Individuals should have consultative sales experience and a strong understanding of the sales process with ability to prospect for new customers as well as prepare, present, negotiate & close new business. If you are self-directed, highly organized and motivated individual, we look forward to hearing from you.

### **Job Description:**

The individual in this role would source and prospect new customers and provide appropriate solutions and nurture them through our selling lifecycle from start to finish. You will work with our building experts to provide optimal solutions for our customers.

### **Salesperson Duties and Responsibilities:**

- Prospect for new leads.
- Generate and qualify leads via phone and email.
- Schedule sales appointments and activities.
- Perform cost-benefit and needs analysis of new.
- Maintain positive business and customer relationships to prolong customer lifetime value.
- Source and develop client referrals.
- Track personal appointments, status reports, and sales.
- Meet or exceed monthly sales goals.
- Continuously improve through feedback.

### **Requirements/Skills:**

- At least 1-2 years of successful sales experience
- Advanced user of MS Office Products (Word, Excel, Power Point, Outlook).
- Familiar with CRM tools & best practices (ideally HubSpot)
- Must have excellent communication skills & the winning, can-do, team-oriented personality.
- Possessing aptitude for negotiation and persuasion.
- Expert in time management and personal organization.

### **Bonus Points:**

- Experience in commercial property maintenance and property management

### **More about the position:**

This is a full-time, in-office position located in Littleton, Colorado near C-470/Ken-Caryl Avenue. Benefits include flexible schedule, casual dress, and available health, dental, vision and life insurance plans and matching 401(k).

Target compensation is \$50,000 to \$60,000 which includes 50% commission.

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