



<https://texasfloorings.com/job/outside-sales-professional-2/>

Outside Sales Professional

Description

We are seeking an experienced and motivated Sales Professional to expand our client base, promote our brand and oversee expanding sales team. In this role, you will cultivate relationships with potential clients and educate them on how our services can benefit them.

The position revolves around meeting people at their homes & businesses, sitting down with them collecting project information and requirements, presenting and selling flooring/tile installation services. There will also be some project estimating.

The individual selected for this position will be a good communicator, a team player and have a proven record of sales.

Responsibilities

Responsible for managing and assessing the effectiveness of the company's sales representatives and sales teams. On a day-to-day basis, establish sales goals, work with other departments to learn more about products or services and develop strategies for acquiring new clients.

- You will develop leads and sales through your contacts (or contacts provided by the company) and by actively contacting potential clients in your area
- Physical visits to local customers residences and businesses is a key component of our sales process
- Create strategies to make sales with new customers and to expand markets while keeping a strict focus on building customer retention rates
- Help sales representatives set individual and team goals, and use frequent praise to drive internal motivation
- Respond to customer complaints and resolve them as quickly and thoroughly as possible
- Hire, onboard and train sales representatives

Qualifications

- Experience finding and working with new customers, doing estimates and selling services.
- Demonstrated ability to convert prospects and close deals while maintaining established sales quotas.
- Professional demeanor and selling style.
- Coordinate with Project Management to ensure that clients get the work they contracted for and provide follow up.
- Self-motivated, with high energy and an engaging level of enthusiasm.
- Computer skills should include Outlook, Word and Excel.
- Clean, valid driver's license required.

Hiring organization

Texas Flooring Services

Employment Type

Full-time, Contractor

Industry

Construction

Job Location

Varies, 78253, San Antonio, Texas, USA

Working Hours

Flexible

Base Salary

60,000

Date posted

June 28, 2023

Valid through

30.12.2022

Preferred Qualifications:

- Proven track record of success in outside sales and/or B2B sales
- Experience selling construction/remodeling products'

Job Benefits

- Flexible schedule
- Profit sharing commission structure
- Company profits interest incentives

Contacts

Texas Flooring Services

Human Resources Department

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