



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

Outside Sales Representative

Description

We are seeking an experienced and motivated Sales Representative to sell hardwood, laminate, vinyl flooring and tile installation services. 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.

Commissions and Bonus Ladder Structure.

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

Responsibilities

- 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

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.

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

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

50,000

Date posted

June 28, 2023

Valid through

30.12.2022

Contacts

Texas Flooring Services

Human Resources Department

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