



**Our mission** to improve the experience people have with their contractor serves as our guide in every aspect of our business.

**Our core values and principles** compel us to provide a positive, encouraging work environment where every person is treated with the respect they deserve. We encourage innovation and optimism as we strive as a team to create the best customer experience for our customers. Our values of integrity, quality and innovation are encouraged to be lived out not only at work but in our personal life's as well.

## SALES REPRESENTATIVES

### COMPENSATION

Commission based on profitability of each project. Top earners make 6 figures.

### WHAT IS EXPECTED?

Individuals that are considering working for ContractingPRO as a Sales Representative must be dedicated, proactive, self-motivated (wake up and work without being told), ability to learn and take direction (know it all's not welcome!), able and willing to inspect roofs, team player, excellent communication skills, customer focused and most importantly a POSITIVE attitude.

This position often times requires more than what is included in black and white in your job description. At the end of the day you are the point of contact between the customer and the company. You are often the face of ContractingPRO to the customer. Prove to yourself and to us that you have what it takes and be rewarded with additional compensation and advancement opportunities. We want those that like to win and put in the effort and time necessary to do so.



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## WHAT IS PROVIDED?

- Business cards / sales materials / apparel
- Sales Manager for mentoring
- Estimate Review manager that aids in creating estimates and verifying your project's budget stays on track. Works on your behalf by supplementing and sending off for depreciation when your project is an insurance job. This role helps each of our sales people generate a higher commission
- Production Managers that assist in making sure your projects start and end as intended.
- Administrative support to help with call intake, billing, collecting, commission pay, scheduling etc.
- Completed transparency. All job expenses and commission calculations are fully disclosed in our company CRM software that is accessible 24/7 anywhere with internet.
- Environment that encourages professional development, goal accomplishment and team building
- You will be paid consistently and on time by a financially secure company that pays its bills
- Growth opportunities within the company to further your career.

## DUTIES INCLUDE

- Ability to inspect roofs
- Self-generate and run company leads
- Be able to use a computer/smart device efficiently. We have a company CRM
- Create estimate and reports on properties
- Customer service, single point of contact for each of your customers.
- Oversee the start and completion of each project in conjunction with Production Managers
- Collect and close out any accounts receivable for your projects with the help and support of our office Admin
- Continuous training & support

## TRAITS OF A SUCCESSFUL SALES REPRESENTATIVE

- Positive attitude
- Enjoys working outside and on your feet
- Good communication skills
- Comfortable meeting strangers
- Creative at overcoming objections and challenges
- Enjoys helping others
- Reliable transportation



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