
TITLE: Technical Sales Consultant

The role of the technical sales consultant position consists of meeting with potential clients to assess their needs and concerns pertaining to foundation settlement, sinking concrete slabs, humidity, moisture, and water intrusion issues in crawlspaces and basements. The sales consultant is provided the opportunity to sell products, services, and solutions for the variety of services we offer at each of the company provided leads. The full scope of responsibilities for the technical sales consultant position include:

Roles & Responsibilities:

1. Meeting with potential clients to evaluate and assess concerns pertaining to foundation, concrete slab, crawlspace, and basement issues.
2. Identifying, explaining, and proposing services and repairs deemed necessary. This includes determining the estimated materials, labor, and services required and preparing formal proposals/contracts.
3. Preparing documents and providing instructions for the Production Team to follow.
4. Maintaining communication with clients throughout the process to ensure that each client receives an experience that is second to none. This includes following up with customers during their decision making process, setting proper expectations with the schedule and execution of the proposed scope of work, coordinating subcontracted services, and assisting with past due collections of sales.
5. Pursuing relationships with homeowners, property owners, realtors, property managers, general contractors, and engineers in effort to build an expanded network for referrals and repeat business.

Compensation:

Compensation includes a base salary plus commission, which is structured to allow for each sales consultant to earn a total annual income that can exceed \$100,000.

Qualifications:

Must have a valid driver's license

Must pass a background check and drug test

2 years of sales experience or 2 years of experience in the construction industry is preferred

Benefits:

Company vehicle (vehicle and fuel expenses covered by company)

Cell phone, laptop, and all necessary office supplies

Company apparel (all of which is business casual)

Comprehensive benefits package which includes medical, dental, vision, life, and 401k)

Training, resources, and all necessary tools to succeed

