



Automate • Grow • Sell
The Ultimate **ROCKSTAR** Employee Toolkit

SALES CONSULTANT JOB DESCRIPTION

By Brian Hegarty



JOB DESCRIPTION SALES CONSULTANT

The position requires you to be highly motivated, friendly, an honest person, have integrity and morals beyond reproach.

This position isn't about "sales" it's about helping our clients solve their home cleaning problems and doing that by educating, entertaining and engaging them. Sometimes this can be done over a phone conversation and other time it requires a meeting at the client's home. The position also includes expanding are already large list of Homeowner Associations and Property Managers.

Most leads are generated from our marketing efforts and have a very high probability of closing!

Daily Duties

- Field phone calls and qualify new subjects requesting proposals.
- Perform field consultations with prospective clients and help them solve their exterior cleaning needs.
- Identify new target markets and begin marketing efforts to generate new leads
- Use our estimating software to provide clients with proposals
- Follow up with clients to make sure we provided the Best Service Anywhere™
- Contact 20 existing clients every day to see if they need our services again.
- Coordinate with and oversee our marketing intern and the implementation of our marketing plan.
- Assist in the design of the annual marketing plan, track trends and make suggestions on how to adjust.
- Responsible for meeting or exceeding our gross sales goals on a quarterly, monthly, weekly and daily basis.
- Upsell every order when possible
- Visit our past referral sources regularly
- Fill out daily reports
- Other duties as changes become necessary

This position requires computer use and knowledge. MS Office, QuickBooks, Google Earth and Maps helpful.

We are willing to train the right candidate and salary depends in ability.



Brian Hegarty