

Sales
Job Description

Your Mission

- Create clients for life!
- Meet with potential clients to determine their goals and dreams for their home
- Work with potential clients to determine not only the feasibility of their project but also their potential fit with our design build business model.
- Guide clients through our design process ensuring that their goals are met and their dreams captured.
- Work with the various teams to help ensure an outstanding customer experience starting in design, going through production and during post project service.

Responsibilities (things that lead to winning):

- Consistent, effective follow up and follow through with potential clients
- Maintain industry standard, or better, closing ratios
- Maintain company standards for design to construction conversion ratios
- Meet or exceed sold revenue goals
- Ensure customer satisfaction through each project's lifecycle.
- Communicate decision points and project specific information, in writing, to not only the client but also the internal fulfillment teams.
- Be an effective ambassador for SDB through networking and community events.
- Conduct business in an honest and ethical manner in keeping with SDB standards

Score Card (how we know we are winning):

1. Average 20% closing ratio from first client meeting to design agreement signing.
2. Average 90% closing ratio from design to construction agreement signing
3. Meet or exceed annual sale volume goals.
4. Maintain at least a 4 out of 5 customer satisfaction score, across all projects sold, throughout the life cycle of the project.

Minimums requirements:

- High school graduate
- 5 years person to person, preferably in home, sales
- Late model transportation in good working order
- Efficient in Microsoft Word, Excel and Outlook
- Outstanding written and verbal communication
- Professional appearance
- Smart phone capable of both email and text
- Live in the Northern Virginia area
- Able to work 40-45 hours on average
- Able to pass a drug test and background check

Ideal skills:

- Four year college degree
- At least 2 years' experience selling in the residential remodeling industry
- Ability to read plans, do material takes offs and create basic construction budgets
- Familiar with Sage ACT CRM and/ or CoConstruct online scheduling software
- Familiarity with Sandler selling system