



## **JOIN THE TEAM**

### **Sales Representative**

Are you ready for the potential of a 6-figure income?  
Do you thrive in a customer-facing, high-energy work environment?  
Are you complimented by excellent customer reviews and subsequent business referrals?  
Are you looking for the potential to grow into a Sales Team Leader and managing your own team?

If you answered YES to the above, read on!

#### **THE ROLE**

A Sales Representative is the first face that a customer of HomeGuard Roofing & Restoration sees. The Sales Representative sets the standard for what our customers expect moving forward. The Sales Representative is responsible for maximizing customer relations and maintaining high ethical standards in all aspects of communication and behaviour throughout the sales generation process. The company's brand and reputation relies on the proper execution of the responsibilities of this role.

#### **THE RESPONSIBILITIES**

- ❖ Set and meet sales goal per year as agreed with Sales Director.
- ❖ Follow-up on assigned leads. Document all damage with photos/video during inspection and submit signed contracts to office.
- ❖ Attend scheduled inspections with existing and prospective customers as set.
- ❖ Create quotes that meet customers needs by identifying their priorities.
- ❖ Assist and guide customers through insurance claims process and optional financing programs.
- ❖ Be knowledgeable in and inform customers about product upgrades and advanced protections packages.
- ❖ Canvas storm affected areas and creatively market yourself to gain new business opportunities.

#### **THE BENEFITS**

- ❖ An opportunity to join our team early on and ride the wave of rapid growth with us!
- ❖ The more you SELL the more you MAKE! You have the opportunity to write your own paycheck, with a commission structure that does not cap how much you can earn and pays immediately upon job submission!
- ❖ Excellent health benefits are available to all employees after 60 days of employment.

If this listing intrigues you and you feel ready to take the next steps towards working with HomeGuard Roofing & Restoration please send Danny an email with your resume attached. We look forward to speaking with you!

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