



JOIN THE TEAM

Sales Manager

Are you equipped to manage a team of high-performing Sales Representatives?
Do you thrive in a fast-paced, ever-changing work environment?
Are you energized by helping others succeed in their roles?
Do you a professional who desires a deeper knowledge of construction business management?

If you answered YES to the above, read on!

THE ROLE

The Sales Manager is the leader and driving force behind a successful Sales Team. This position is responsible for recruiting, onboarding, training & motivating the team to reach the annual sales goal set out by the company on an annual basis. The company's brand and reputation relies heavily on the proper execution of the responsibilities of this role.

THE RESPONSIBILITIES

- ❖ Strategize with Director of Sales to forecast staffing needs and proactively hire Sales Representatives accordingly.
- ❖ Coach Sales Representatives to outline, plan and ultimately achieve personal and company goals.
- ❖ Consistently inform Sales Representatives and Sales Leads of any updates to goals, sales procedures, roofing products/technologies, etc. in order to help them excel in their roles.
- ❖ Utilize company's CRM to pull relevant reporting and minimize lead slippage.
- ❖ 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 enhanced protection packages.
- ❖ Canvass storm affected areas and creatively market to gain new business opportunities.

THE BENEFITS

- ❖ An opportunity to join our team early on and ride the wave of rapid growth with us!
- ❖ Enjoy being compensated at a competitive annual salary with a bonus structure incentive.
- ❖ Paid holidays and time off for all employees after 60 days of employment.
- ❖ 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!

Danny Fix
Director of Sales
HomeGuard Roofing & Restoration
(720) 708-4126
dannyf@homeguardroof.com