



## In-Home Design Consultant (Sales)

*Make over \$125,000 in your first year*

Responsible for learning and implementing the Re-Bath Sales System, meeting with homeowners, determining their needs, presenting our solutions, overcoming objections, and closing the sale. NO COLD CALLING! All in-home appointments are generated by our industry-leading marketing team.

### Company Values

- Create Raving Fan Customers
- Continuous Improvement
- Employee Empowerment
- Teamwork
- Fun

### Responsibilities

- Achieve company objectives in sales volume and closing rate
- Learn, master, and implement the Re-Bath system tools, products, training, and resources
- Establish rapport with homeowners, review their needs, assist with product/design selections, make recommendations, review payment options, including financing
- Conduct thorough job site consultation, measuring, taking photos and calculate the cost of the project
- Prepare and present in-home consultations and presentations to potential customers, close the sale and submit the contract and company paperwork
- Attend and utilize regular weekly sales meeting and training sessions to continuously improve performance
- Maintain compliance with all company policies and procedures
- Perform other related duties as assigned by supervisor

### Qualifications

- Self-motivated with a high urgency to succeed
- Resilient character, positive attitude, and consummate team player
- Excellent verbal and written communication skills
- Attention to detail
- Strong work ethic and ability to manage your own time effectively
- Positive and professional demeanor
- Ability to build rapport with customers
- Intermediate proficiency in Microsoft Office (Excel, PowerPoint, Word, Outlook). Salesforce or other CRM a plus
- Consumer sales experience and "In- Home" sales experience a plus