JOB DESCRIPTION

In-Home Design Consultant (Sales)

Re-Bath Houston/South Louisiana is seeking ROCKSTARS to join our amazing team with opportunities in Texas (Houston, Beaumont/Orange) and Louisiana (Alexandria, Lake Charles, Lafayette, Baton Rouge, New Orleans, Hammond)!!!

This is a full-time sales position. One month of paid sales training will be provided. Upon completion of training, successful Design Consultants can expect to earn over $100,000 in the first year!! Pay includes UNCAPPED commissions and LUCRATIVE bonus structure.

Responsibilities include:

- ROCKSTAR customer service!!!
- Go-getter attitude!!!
- Learning and implementing the Re-Bath Sales System (including meeting with homeowners, determining their needs, presenting our products, overcoming objections and closing the sale)
- Achieve company set objectives in sales and leads
- Prepare all necessary documentation, contracts conversions, customer service and production
- Establish rapport with homeowners (review and prepare the Job Sales Packet, determine their needs, assist with product/design, review payment options - including financing)
- Conduct thorough In-home consultation at job site (including taking photos and calculating the cost of the project)
- Review project with customer; address any procedures. questions, and/or issues.
- Attend regular weekly sales meetings to improve performance, make recommendations, and review any necessary training sessions
- Participate in local, regional, and corporate sales, product trainings and seminars in person
- Collecting down payments to begin installation process
- Perform other related duties as assigned by supervisor
- Maintain compliance with all company policies
The ideal candidate will:

- HAVE AT LEAST 2 YEARS DIRECT CONSUMER/IN-HOME SALES EXP (OR DEGREE IN LIEU OF)
- Have verifiable experience in Consumer and/or "In-home" (A PLUS!!!)
- FIT THE RE-BATH HOUSTON/SOUTH LOUISIANA COMPANY CULTURE!
- Have a positive attitude!!!
- Possess intermediate proficiency in Microsoft Office (Excel, PowerPoint, Word, Outlook)
- Be able to work effectively INDEPENDENTLY and under time deadlines
- Be able to communicate and understand standard accepted practices (including being committed to the assignments up to completion, within parameters of language and terminology of bathroom instructions given, prescribed routines and remodeling)
- Have an extreme attention to detail, be highly organized, be a strong team player, and be self-motivated with a high urgency to succeed

- Be able to lift, reach, bend, stoop and safely lift and easily maneuver items weighing up to 50 pounds frequently

(Must be 21 years of age; High school diploma or GED + VALID DL and transportation required; must be flexible to work evenings and weekends)

FULL BENEFITS PACKAGE!