



Accord
GROUP

SALES REPRESENTATIVE | JOB DESCRIPTION

Last updated 3/19/20

Job Title: Sales Representative

Reports To: Division Sales Manager

Travel: 50%

Status: Full time

Our Vision: To be the leading storm related exterior restoration company in the United States

Our Mission: Creating remarkable experiences by rebuilding properties and building lives

Our Core Values: Humility, Integrity, Discipline & The Golden Rule

IMPACT DESCRIPTION

The Sales Representative makes a vital contribution to the company as revenue producers and we wouldn't be able to achieve radical growth without them. You will make impact by achieving annual revenue and sales objectives which leads to uncapped commission payouts. You will understand the competitive activity and buyer's preferences in your market and deliver remarkable customer service and teammate experiences. As an A-player, in this role, you will deliver top results and thrive in a fast paced, high pressure/high reward environment. Mastery level negotiation skills will lead you to success in showcasing our services in a compelling way.

KEY RESPONSIBILITIES

1. **Revenue Generation** – generates leads, builds relationships and secures appointments that lead to confirmed contracts.
2. **Create Value** – represent our company's services, starting with a deep and comprehensive understanding of our solutions and how it meets the homeowner's needs.
3. **Remarkable Experiences** – create a remarkable experience for customers and teammates in everything you do.

HOW YOU'LL MAKE IMPACT

- Closes deals by following the Accord proven sales process
- Set appointments as measured by an accurate and current digital calendar
- Performs exterior residential damage inspection in order to write exact estimates
- Prepares agreements and formally presents them to the homeowner
- Explains the 3 basic ideas and the agreement line-by-line with homeowner
- Obtains homeowner signature on the agreement

- Prepares for onsite adjuster meeting and attends meetings with the adjuster to agree on scope of damage
- Obtains Statement of Loss from insurance company
- Conducts a final scope review meeting with Homeowner in preparation of the project to begin

HOW I'M SCORED

Employees in this role will be measured each week based on performance in the following behaviors:

- 11 appointments set, each week
- 6 appointments signed, each week
- 4 confirmed and approved deals, by insurance, each week
- Individuals will be routinely measured by their ability to exhibit the right behaviors and actions that demonstrate our core values: Integrity, Discipline, Humility and the Golden Rule

YOUR NEXT CAREER PATH OPPORTUNITIES

- Division Sales Manager
- Division Sales Director
- Other positions available in the company will be posted for consideration by all

SKILLS & ABILITIES WE LOVE IN THIS ROLE

- Draws energy from closing deals
- Is positive and works every day with a 'can do' attitude
- Thrives in a fast paced, team environment
- Gets and gives energy through people
- Strong desire to be in the field hunting for the next sale
- Ability to deliver presentations and speak in front of individuals with ease
- Excellent interpersonal communication skills, with an intuitive understanding of what motivates others to take action
- Ability to handle rejection and overcome objections with ease

QUALIFICATIONS

- Intermediate computer skills and ability to utilize our web-based and mobile sales applications

WORKING CONDITIONS AND TRAVEL EXPECTATIONS

- The work for this role takes place outdoors and from a vehicle regardless of weather conditions or temperature

PHYSICAL REQUIREMENTS

- While performing the duties of this job, the employee is regularly required to be active most of the day working from their vehicle.
- Regularly ascends/ descends a ladder to inspect roofs
- Must be able to move heavy objects and use abdominal and lower back muscles to provide support over time without fatigue.

- Constant movement and use of limbs; this position requires good manual dexterity, coordination and stamina.
- May need to lift up to 60 pounds.

This job description is intended to convey information essential to understanding the scope of the position and the general nature and level of work to be performed by the holder. This job description is not intended to be an exhaustive list of the duties and responsibilities and other duties and responsibilities may be assigned at the discretion of your manager.

We hire smart, talented, driven people every day – this is your chance to make a difference and begin living your own remarkable experience!