

HDE OUTSIDE SALES REP - AUBURN, ME

Contact: HOME DEPOT

Email: home_depot@countyjobs.careers
https://ak-kodiakisland.countybuyselltrade.com/jobs/hde-outside-sales-rep-auburn-me_auburn_82836

Address: 154 SW Oak St, Auburn
Price: Check with seller

DetailsApplyWatch this video to see what it’s like being a member of our Sales Team.POSITION PURPOSE HDE Sales Consultants (SC) are primarily responsible for selling Home Depot s do-it-for-me services to clients in their homes. Sales Consultants spend the majority of their time traveling to and engaging in professional sales presentations in customers homes. While at customers homes, SCs assess customer needs, recommend products that fulfill those needs, develop price quotes and present warranty information and financing options. They work with customers to complete the necessary sales contracts and paperwork. Sales Consultants are also responsible for generating leads inside their assigned stores and during scheduled lead generation events, maintaining relationships with assigned stores in an effort to drive their sales, attending meetings and participating in and/or facilitating training on HDE products and service offerings. Sales Consultants earn commissions based on their sales and are also eligible for monthly bonuses based on sales performance. MAJOR TASKS, RESPONSIBILITES AND KEY ACCOUNTABILITIES 80%- Conduct professional sales presentations inside customers homes. Complete assessment of customer needs while at their home. Present warranty and available financing options to customers. Prepare for appointments, commute to/from appointments and process sales-related paperwork. 20%- Generate leads at assigned store. Participate in scheduled lead generation events. Develop/maintain relationships with store management and associates. Attend branch/team meetings. Attend store meetings and facilitate/participate in training on HDI products and service offerings. NATURE AND SCOPE This position reports to a Sales Manager. This position has no direct reports. ENVIRONMENTAL JOB REQUIREMENTSEnvironment: Usually in a comfortable environment but with regular exposure to factors causing moderate physical discomfort from such things as dust, fumes or odors. Travel: Typically requires overnight travel less than 10% of the time.MINIMUM QUALIFICATIONS Must be eighteen years of age or older. Must be legally permitted to work in the United States. Additional Minimum Qualifications: Education Required: The knowledge, skills and abilities typically acquired through the completion of a high school diplomas and/or GED. Years of Relevant Work Experience: 1 years Physical Requirements: Most of the time is spent sitting in a comfortable position and there is frequent opportunity to move about. On rare occasions there may be a need

to move, lift light articles, etc. Additional Qualifications: Preferred Qualifications: Prior home sales experience Prior home improvement industry experience Prior experience with successful sales presentation and application of sales and marketing techniques (e.g., mail, iPage, etc.) Knowledge Skills, Abilities



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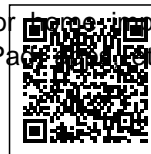
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