

RED COAT

Sales Associate

Summary: Get in early with a fast-growing pest control company! We have great opportunities for growth and leadership within the organization. Red Coat is looking for a professional to develop new customer relationships, sell established programs and secure annual contracts. We value positive, creative and innovative problem solvers who are customer service driven. Clients include residential, hospitality & multifamily industries as well as other commercial accounts. The ideal candidate will be a self-starter with strong time management and communication skills. Highest level of professionalism a must.

Primary Responsibilities:

- Aggressively prospect and develop new business, including cold calling, door knocking, networking and referrals
- Generates sales revenue by adding new customers and upselling current customers
- Maintain a large base of qualified commercial prospects through phone calls and personal visits
- Ensure high post-sales satisfaction facilitating long-term relationships and repeat business
- Utilize CRM system to propose programs, acquire business, document customer commitments and complete appropriate paperwork
- Achieving monthly sales performance objectives through setting daily and monthly performance goals

Job Requirements:

- Pest Industry experience preferred but not required
- Minimum of two years prior experience in sales
- High school diploma or GED
- Must successfully pass background investigation, MVR check and drug test
- Must successfully pass GA Registered Technician Pest Control Exam
- Own reliable transportation

Knowledge/Skills/Abilities:

- Sales experience selling a service, outside and B2B preferred
- Excellent interpersonal skills
- Prior experience in hotel, hospitality, senior living and apartment industries a plus
- Be professional and present him/herself well
- Proficient in Word, Excel & PowerPoint
- Excellent listening & presentation skills
- Excellent attention to detail

Job Conditions:

- No nights, weekends or holidays required
- 100% daily regional travel
- Field training is physically demanding, on feet all day and must be able to move 50 pounds without assistance

Compensation:

- Base salary plus uncapped commission
- Mileage reimbursement or company vehicle provided
- Benefits: Medical, Vision, Dental, FSA, DCA, Life, Disability, Company Match IRA,
- Generous Paid-Time-Off and 5 Paid Holidays

To Apply:

- Submit resume and cover letter to office@redcoatservices.com or fax to 1-866-821-7684.

Red Coat Services is an Equal Opportunity Employer.
