

## **Inside Sales Representative**

### **Weed Man Lawn Care Boise**

We are currently looking for our next great Inside Sales Representative to join our successful team. Excellent part-time, seasonal opportunities are available, perfect for a retiree or professional looking to supplement his or her income! As a salesman, you will play a vital role in the growth of Weed Man's business. By offering local homeowners lawn care programs, you will be helping us grow our customer base. Salesman speak with customers over the phone daily to ensure they are provided with the best available value in lawn care.

### **Why Weed Man?**

Weed Man is among the largest lawn fertilization and weed control providers in North America. For over a decade now, we have had the privilege of making our local community more beautiful while helping to increase our customers' property values. Our company is locally owned and operated, meaning we live and work in the very communities that we serve.

Everything we do is built around our core values of amazing service, integrity, passion, and innovation. We strive for a long-term partnership with our customers and want them to see us as a resource of technical and practical knowledge they can call upon anytime of the year. Come to work with your passionate enthusiastic attitude, and you'll experience the thrill of being a part of a winning team - and you'll be rewarded with many opportunities for personal growth!

As an Inside Sales Representative, you will:

- Follow up on pre-qualified sales leads to close the sale, no cold calling!
- Work independently as part of a team
- Have a competitive salary and bonus program
- Receive industry and company training
- Have opportunity to show yourself to be the right candidate to advance from a seasonal or part-time position to a full-time career!

### **Job Duties and Responsibilities:**

- Perform telephone sales and meet established sales goals
- Continue to develop sales ability through role-playing
- Sit and talk for 3-4 hours at a time
- Paint a visual picture over the phone to the customer of what Weed Man can do for them
- Accurately record sales orders both digitally and on paper
- Keep management informed by submitting sales reports, call back changes, daily/weekly goals
- Proactively analyze and provide recommendations to improve the quality of a customer's lawn

### **Qualifications:**

- High School Diploma or GED, 2-year degree or some college preferred but not required
- Able to pass a background check and drug test
- Honest and fair. Consistent in words and actions. Model a high standard of ethics.
- Ability to use general computer and printer technology
- Self-motivated and a willingness to learn, while working with minimal supervision
- Outgoing, optimistic, and enthusiastic personality who is team oriented and willing to work hard
- Superb customer service skills
- Previous job or industry experience an asset but is not required

**Pay:** Our Inside Sales Representatives receive a base salary of \$10 per hour plus commission. With the addition of commission on top of your base wage, you can earn between \$12 and \$20+ per hour.

**Schedule:** Position available from January to June. Hours are Monday-Thursday from 4:30 pm to 8:30 pm and Saturday 10:00 am to 2:00 pm. Occasionally there are hours on Friday 3:30 pm to 6:30 pm.

**Date Position Starts:** 1/8/17

**Apply Via:** Submit resume to office@weedmanboise.com