

Outside Sales Representative

Location: Oahu, HI

Sandwich Isle Pest Solutions has been in business in Hawaii since 1997 and is Hawaii's largest and fastest growing privately owned pest management company. Sandwich Isle is the place to be for those seeking an exciting and profitable career in pest management. *This is not an entry level position.*

Are you an experienced salesperson who knows how to prospect, propose and close residential or commercial accounts? Do you want to earn and above average income?

Sandwich Isle Pest Solutions is growing rapidly and we are looking to add a new member to our high performance sales team. We have an immediate opening for experienced salesmen (preferably with termite experience.) We currently have too many leads to handle by our current sales force. The ideal candidate will have a proven record in sales, preferably in the pest management industry in Hawaii. We will also consider highly motivated applicants with no experience in the pest management industry.

Position Description:

Both men and women are encouraged to apply.

The purpose of this position is to grow the sales revenues. The primary responsibility will be to promote and sell services to new and existing prospects and clients. The salesperson must be effective in closing sales to residential and commercial prospects by identifying pest problems and selling pest management solutions in a manner that enables the company to make a profit, increase market share, and to increase its sales volume. Our goal is to build long term, mutually beneficial relationships with our customers and employees, and provide a superior service experience beginning with the first sales call. The salesperson is expected to be capable of cold-calling and self-generate leads in addition to following up on company generated leads. ***This is not an entry level sales position.***

Your Daily Responsibilities include:

1. Establish new customer contacts, prospect for fresh leads, follow up on all leads, write and submit proposals, and network with new prospects and stay abreast of activities in the market.

2. Keep up to date on all company products and services as well as regulatory requirements.
3. Make inspections, prepare estimates, and submit professional proposals
4. Document and communicate company-wide daily sales activities according to company policies and procedures. Must be capable of learning and fully adopting company's scheduling and sales software programs and electronic handheld devices.
5. Work cooperatively with all team members to deliver the best customer experience possible.
6. Provide above average service and follow up to your team and to sales prospects and customers.
7. Consistently meet sales goals.
8. Must be able to close sales and meet daily sales activity goals.
9. Support all company daily accountability and reporting requirements

Experience and knowledge: -verifiable sales experience is a requirement. Should have a minimum of three years of sales experience. Must have **above average** communication skills, both written and oral. Must have a **great attitude** and have the ability to identify the customers' needs. Must be able to work with all employees and management team to attain common goals, must be a GREAT team player. Successful applicant will be a self-starter. A high school education and two to four years of college, or the equivalent experience, is required. Must be readily able to take and carry out instructions. Must be capable of bending, stooping, kneeling and do lots of walking. Must be able to lift and carry weights up to fifty (50) pounds. Must be able to drive an automatic or standard shift vehicle. Must have valid driver license and produce a motor vehicle record showing three (3) or less chargeable violations over the past three (3) years.

Requirements: Verifiable sales experience is required. Clean drivers abstract. High School Diploma, willing and able to work > 40 hours per week, Travel occasionally. Successful applicants will be clean cut, be able to speak, read and write in English fluently and will create a professional first impression. Must have a professional appearance and demeanor, first impressions are very important for this position, successful applicants will make an above average first impression. Must have current certification and license, **or** successfully complete D.O.A. Certification and D.C.C.A Field rep License during first three months.

Work attire: Business uniform will be issued, dress will be khaki pants and polo or Aloha shirt or similar attire for female candidates.

Benefits: Vacation, Holidays, Medical, Dental, 401k, iPhone, iPad. Vehicle is provided for work purposes after training period.

Compensation – Salary and Bonus: Guaranteed salary of \$15.00 per hour during the 90-day training period (determined by applicant's previous experience) plus commissions. After training is completed a draw up to \$2,000/month is available, and compensation is based entirely upon sales commissions. This pay plan is preferred by all existing salesmen as it provides the greatest opportunity to make a lot of money.

Commission earnings have the potential during the first years pay to exceed \$72,000.00.

Job Type: Full-time

Salary: \$72,000.00 /year

Location:

- Oahu, HI

Required experience:

- Pest Management Service or Sales Experience Preferred: 1 year

Required license or certification:

- Driver's License with a clean abstract

Required education:

- High school or equivalent

If interested, please email your resume to jobs@sandwichisle.com.