

## In Home Sales / Home Comfort Sales Specialist

The home comfort specialist - is a salary plus commission in-home sales position. The home comfort specialist plays the primary, customer-facing role, meeting with customers in their homes, assessing their needs, measuring, conducting a professional sales presentation, preparing a quote, and closing the sale. It is expected that the home comfort specialist will positively impact exterior project sales volume, achieve margin expectations, and maximize customer satisfaction by executing the Foam It Insulation's selling model.

The home comfort specialist is to greet and acknowledge all customers in a friendly, professional manner and provide quick, responsive customer service. The home comfort specialist is also expected to effectively manage a large number of customers in various stages of the selling cycle, working independently and without direct supervision during much of the day.

### Minimum Qualifications

- 2 years of in home sales and customer service experience
- 1 year of experience coordinating multiple projects at different stages in the project cycle
- Must have reliable transportation to travel to the sales call/job site and to and from the office
- a valid driver's license
- Experience with Microsoft Office Suite, e.g., Word, Outlook

### Preferred Qualifications

- 2 years of experience selling in the home or outside of retail store location
- Prior experience in measuring, estimating, and project planning
- Knowledge in 2 or more of the current home comfort specialist categories (Windows, Siding, Decking, Fencing, Roofing, Gutters, HVAC, Insulation, Whole House Energy Audits)

Salary will depend on experience. Employee benefits are, paid holidays, paid vacation and discounted remodeling services. Please respond with a resume or description of work experience. All applicants are subject to a background check