

**Benefits:**

- 401(k)
- Dental insurance
- Flexible schedule
- Training & development
- Bonus based on performance
- Free uniforms
- Paid time off
- Vision insurance
- Wellness resources

**About Us:**

USA Insulation is a dynamic and innovative provider of high-quality insulation. We take pride in our commitment to customer satisfaction and delivering solutions that meet our clients' needs. We are seeking a motivated and results-driven Salesperson to join our team and contribute to our mission of growth and success.

**Job Summary:**

As a Salesperson/Auditor at USA Insulation you will play a vital role in driving sales and revenue growth. You will be responsible for meeting with potential clients, understanding their needs, and presenting them with tailored solutions. The ideal candidate will have a strong sales background, excellent communication skills, and a dedication to exceeding sales targets.

**Key Responsibilities:**

- Meet with homeowners to identify insulation and air sealing issues
- Inspect attics, crawlspaces, basements, etc for energy efficiency issues
- Perform 2-3 inspections or audits daily

- Utilize tools such as an ipad, sales software, ladders, lasers, drills, thermal imaging cameras, blower door, manometer, etc
- Understand clients' requirements and present them with appropriate product or service solutions.
- Deliver compelling sales presentations and proposals.
- Present finance options to homeowner
- Negotiate terms and close sales deals, achieving and exceeding monthly and quarterly sales targets.
- Maintain client relationships and provide excellent post-sale support.
- Keep abreast of industry trends and market developments.
- Provide regular reports and updates on sales progress.

**Qualifications:**

- High school diploma or equivalent; bachelor's degree in business or related field is a plus.
- Proven experience as a Salesperson or in a similar sales role.
- Strong understanding of sales techniques and strategies.
- Excellent communication, negotiation, and persuasion skills.
- Results-driven and motivated to exceed sales targets.
- Strong problem-solving and analytical skills.
- Proficiency in using sales and CRM software
- Effective time management and organization.
- BPI certification is a bonus but not required